

Kitchen & Bath Business

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MULTIGENERATIONAL DESIGN / COUNTERTOPS / FLOORING

THE OFFICIAL PUBLICATION OF KBIS

**Working with a Younger Generation
Keys to Expanding Your Business
Using Showroom Resources to Your Advantage**

THE OFFICIAL PUBLICATION OF **KBIS**





SOURCES

DESIGNERS: Vincent Lim and Elaine Lu;
PHOTOGRAPHY: Lim + Lu

BRANDS FEATURED

- Artelinea
- Emco
- Fiandre
- Gessi
- Pecchiolo Ceramica
- Sisis
- Victoria + Albert
- Villeroy & Boch

LEFT The vignettes have something for everyone and are designed to cater to each shopper's unique personality. This one features a mirror and console from Artelinea, a tub by Victoria + Albert and a toilet by Villeroy & Boch.

BELOW LEFT This bold vignette features pink tiles from Pecchioli Ceramica and an antique green tub finish by Sisis

BELOW Some of the vignettes are more classical, like the black-and-white Carrara marble look. This display features a Victoria + Albert sink faucet and basin and Fiandre wall and floor tiles.

“We designed a physical catalog for visitors, and the vignettes are a good way to illustrate what else the showroom carries,” explained Lim.

The displays feature a myriad of freestanding tubs, which are making a comeback in Hong Kong, and steer away from the overused marble seen in so many of the city’s residential bathrooms. The vignettes also offer a good deal of flexibility and can be changed out when a product is discontinued or unavailable.

OVERCOMING A CHALLENGE

The flagship was open for business during the renovation, so the design team had to come up with a solution to do their work with minimal disruption to customers. The area in which they were working was smaller in comparison to the rest of the store, and they were able to renovate in two phases. They completed three of the vignettes with a break in the middle before they finished the final four.

“We used great time management and planned around certain dates they wanted to avoid,” said Lim. “They were also good clients – very cooperative with a lot of resources.”





Color Find



LEFT “We were able to install new light fixtures attached to the old mirrors, saving the expense of changing the glass,” said Stires.

SOURCES

DESIGNER: Betsy Barmat Stires, Frog Hill Designs; **CONTRACTOR:** Dan Halpern, FRED Home Improvement, a division of Case Design/Remodeling, Inc.; **CRAFTSMAN:** Jorge Solano, FRED Home Improvement, a division of Case Design/Remodeling Inc.; **PHOTOGRAPHER:** Stacy Zarin Goldberg

MASTER BATH

COUNTERTOP: Caesarstone; **FABRIC:** Brunshwig et Fils; **LIGHTING:** Circa Lighting; **PAINT:** Benjamin Moore (custom application by Pluntke Decorating Inc.); **TILE:** Waterworks; **TUB:** Victoria + Albert; **TUB FILLER:** Kohler

SECONDARY BATHS

COUNTERTOPS: Caesarstone; **FLOOR TILE:** Architectural Ceramics; **LIGHTING, MIRRORS & VANITY:** Restoration Hardware; **PAINT:** Benjamin Moore

Getting the Green Light

A master bathroom receives a fresh look with dramatic shades

A GEORGIAN BRICK HOME WAS IN NEED of multiple bathroom renovations, with most effort needed in the master. The homeowners hired Betsy Barmat Stires, the owner of Frog Hill Designs in Alexandria, Va., who had completed multiple renovation projects for the family over the years. She was familiar with their design aesthetic and brought in a trusted contractor, Dan Halpern, remodeling consultant for FRED Home Improvement, a division of Case Design/Remodeling Inc., for the project.

ABOVE AND INSET The striped green walls provide a dramatic contrast to the white tub, floor and shutters.

Lush, green tones are carried into the bathroom from the master bedroom.

By HILARY DANINHIRSCH

CHANGES TO THE MASTER BATH

The main goal in this space was to try to make it feel more comfortable, current and spacious without changing the footprint or having to gut it entirely. Step one was to replace the big tub deck with a more elegant tub and one that didn't take up so much room.

The homeowners also needed to revamp the shower, as some damage, decay and leaks were revealed during demolition, though they were able to keep the original plumbing intact. The shower door was custom made with 3/8-in. glass. To keep toiletries and other essentials organized, the team installed a niche in the shower, a feature that Stires particularly loves.

In terms of the shower, the original goal was to salvage some of the existing ceramic Italian handmade tile, but that was not to be. Instead, they found a similar tile—a collection that mixed in nicely with what had been there before.

“The new tiles are irregular and handmade, and the corners aren't quite square, which gave us a lot of texture for a white tile,” said Stires.

What's Cool



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10. **FERNO GRILLS** offers a proprietary firewheel that allows the user to adjust the height of the burners so food is never burnt. To use, turn the firewheel left to lower the flame away from the cast-iron grates, which is ideal for avoiding flare-ups and slow cooking because it evenly bathes the meat in heat. Turn right to raise the burners so the flame is close to the grates for heating up the grill and quick searing.



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11. The Duette LightLock System from **HUNTER DOUGLAS** is engineered to prevent light leakage at the window and create a 100 percent room blackout effect. The secret to the total room darkening lies within the side channel design, which features rows of specially shaped micro-ridges that are optimized to absorb or deflect all incoming light.



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12. WLabs, **WHIRLPOOL CORP**'s innovation incubator, introduces its latest smart kitchen solution in 2019: the Smart Countertop Oven. Engineered to fit easily on your counter, the oven's leading food identification technology automatically recognizes various types of food and sets the time and temperature needed for a personalized and optimal result.



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13. The Fiamma Fireclay Collection from **RUVATI** allows installation on the corner of a kitchen island. The corner sink comes in a double-bowl configuration with generous proportions. Crafted using time-honored techniques and a naturally white raw clay that is fired at 2,900 degrees Fahrenheit, the sink is resistant to chips, cracks and scratches.

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14. **JACUZZI LUXURY BATH** has launched four families of premium-quality vanities that range from contemporary to classic and traditional in design. Shown here is the Mincio Vanity, which offers a transitional design in a semi-enclosed, high-quality cabinet. It also features a solid Carrara marble top, dovetail drawers and an open shelf underneath that provides storage and decorating options.



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15. The Glass Care Center from **THERMADOR** is the industry's first dishwasher specifically designed for glassware. With its push-to-open feature, loading during a party is easy, even when hands are full. The dishwasher also boasts an LED interior and a Powerfully Quiet feature.



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17



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16. **GROHE** has updated its Atrio Collection, which offers a blend of cylindrical forms, to include a roman tub filler, deck-mount vessel, widespread low and high faucets, single-hole low and high faucets, wall-mount faucet and single hole-single handle faucets, all available with cross and lever handle options.

17. **NEWPORT BRASS** has introduced three new kitchen suites. Designed with the essential must-haves of chefs in mind, the suites include the Zemora pull-down faucet, which has a solid, squared base that transforms to meet a slightly flared spout.

18. The Brienne French-Style Frameless Alcove Hinged Shower Door from **ASTON BATH** has a bold matte-black pattern with a fluid, frameless presence. Comprised of thick 3/8-in. tempered clear glass, this model includes Aston's StarCast protective glass coating, which delivers lasting clarity and low-maintenance care. It's also designed for either right- or left-hand installations.

19. The Oskar Collection from **ATLAS HOMEWARES** pairs circular knobs with a stylish grooved border and square knobs with a round base. The collection is available in a selection of six finishes, including slate, polished chrome, warm brass, brushed nickel, matte black and polished nickel.

20. The Drinks Cabinet by **DSIGNEDBY** is made of solid oak shelving, oak-veneered sides, a white Corian DuPont worktop, Häfele hardware and LED lighting. The worktop is antibacterial and water resistant to ensure easy maintenance, while also being environmentally sustainable. The cabinet also has the option of being on wheels.



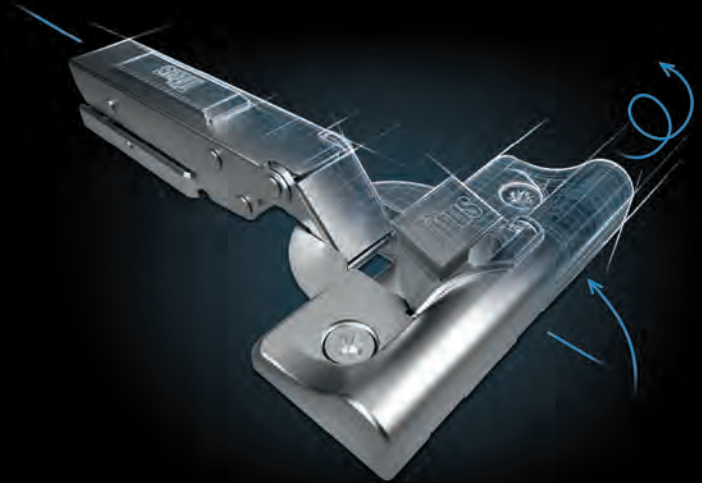
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What's Cool

21. The Cascades Collection of towel warmers from **STERLINGHAM CO.** has a sleek design that takes up less wall space than traditional warmers, allowing it to be hung alone, paired, stacked or arranged in nearly any formation. Shown here is Tura, which has a sleek minimalist look with clean lines.



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22. For the new year, **DURA SUPREME CABINETRY** is launching its updated Curated Color Collection, which is a set of colors announced annually to reflect current trends. Shown here, Gale Force echoes the continuance of navy blue cabinetry and works well with traditional, transitional and modern designs.

23. **HARDWARE RESOURCES** introduces its newest cabinet drawer system, where thin, double-wall steel drawer boxes are built onto Dura-Close full-extension, soft-close, 100-lb. undermount slides. The system's reduced 1/2-in. wall profile yields more usable drawer space than a traditional A-frame metal-drawer box system.



23

24. The top and doors on **ABIMIS** kitchens can be customized with any finish – including Pantone's 2019 Color of the Year, Living Coral – while retaining the neutral stainless steel, which makes them hard-wearing, durable, safe and eco-sustainable. The stainless steel can also be matched with natural stone, acrylic, wood or other materials.



25

25. **METRO LIGHTING** is introducing its exclusive Philip Austin Collection, a decorative line of fixtures made with quality, unique designs at a modest price point. Shown here is the Aspen Fixture, which has an open cable and an industrial farmhouse look. This chandelier offers airy and rustic style and features five lights stationed on a wooden wagon wheel frame.



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Do you have:

- Ideas on how to solve specific design challenges?
- A kitchen or bath project you've recently completed?
- Ideas on how to improve your business?
- A topic relevant to today's showroom dealer? News on a new showroom opening?
- A recently completed project with ample universal design elements?
- Knowledge on specific design and/or installation techniques?
- A viewpoint on a hot industry topic?
- Ideas on how technology can help your business?

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SEND EDITORIAL SUBMISSIONS TO CHELSIE BUTLER, KBB EXECUTIVE EDITOR

CHELSIE.BUTLER@EMERALDEXPO.COM