



More than 30,000 attendees are expected at the Kitchen & Bath Industry Show's (KBIS) and the National Association of Home Builders (NAHB) International Builders Show (IBS) in Las Vegas from Feb. 19-21. The event will showcase residential and commercial trends and offerings that will be the talk of 2019. Take a peek into the products, services, events and insights to be showcased at the annual kitchen, bath and building expo. Story starts on page 56.

Leveraging the Power of Buying Groups

There is an advantage to being part of a group — a collective or an overall larger organization focused on networking, building partnerships and having the strength of buying with a larger purchase power. Tradition has called this type of collective a buying group.

One might only define a buying group as an association of companies who use their combined purchasing power to achieve the best prices from suppliers. As the PHCP-PVF indus-

try has grown, and technology surges forward, buying groups have expanded their scope to now help each member be best in class by offering multiple resources, especially in the area of business tools and marketing. We spoke with WIT & Co., AD, Embassy Group Ltd. and IMARK Plumbing to hear about their mission, membership, what sets them apart and how they are helping their members succeed.

(Turn to page 20)

Top Three Trends Continuing Into 2019

Farmhouse, Millennial mustard and wellness are key themes.



BY LINDA JENNINGS
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The past year has been a whirlwind of uncertainty but when it comes to home design, there have been a few constant themes that emerged with enthusiasm and were embraced by consumers and showrooms alike. From the color mustard being a favorite among young buyers to the most requested farmhouse style made popular by HGTV shows such as "Fixer Upper," some trends continue to gain momentum as we move into 2019.

Millennial Mustard

The warm hue of yellow was a favorite among the young adult generation in 2018. Earthy, muted and similar in shade to Dijon mustard, it's still trending in both fashion and home furnishings. Adding this distinctive color is a great way to freshen up a tired décor. Think of mustard throw pillows or a coat of mustard-inspired paint on the exterior of a freestanding tub.

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The Furniture Guild also 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 perfect for a modern bathroom.



Isenberg Klassiker Kitchen Collection.

Shower tiles are a creative way to incorporate mustard into a bathroom design. A mustard-tiled shower looks 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 comes in standard and custom lengths.

Also joining this colorful design trend was a dramatic kitchen faucet by Isenberg offering 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 eco-friendly, ceramic-based finishes.

Farmhouse Focus on White

Nostalgic Warehouse brought vintage-inspired milk glass back to the fashion forefront with its beautiful line of Waldorf knobs. This translucent glass was popular during the early 1900s as dishware and lighting fixtures. By pairing the milky glass with an octagonal shape, the company has redefined a classic look and added a fresh vibe.

The look is perfect for modern farmhouse decors with seven finish options and eight different bases to create a custom look, including traditional long backplates, intricate rosettes and short backplates with geometric shapes. White Milk Glass

Knobs are mounted on a solid forged-brass base for exceptional durability.

The classic farmhouse sink is a great way to add instant character to a kitchen. Lenova takes things up a notch with its Fire Clay Farm Sink, which includes two design styles in one. The reversible sink features one side that is elegantly sculpted while the other is sleek and simple.

Featuring Italian craftsmanship, the fire clay sinks are fired at extremely high temperatures to produce



Stream drain system by QuickDrain USA.



The Furniture Guild Angolo Vanity. Photo credit: Home & Stone

PLUMBING & SHOWROOMS



Atlas Homewares Campaign Collection.



Lenova Fireclay Farm Sink with SK301 kitchen faucet.



Nostalgic Warehouse Waldorf White Milk Glass Knob with antique brass Craftsman long plate.

a non-porous surface that is exceptionally durable with a glossy finish. Measuring a generous 30 in. by 20 in. by 10 in., the sink is available in black, bisque and white and comes with a stainless-steel strainer and protective grid.

The exposed plumbing trend continues into 2019 and Barber Wilsons helps you achieve this look with its new exposed thermostatic shower. This type of design was originally created for the RMS Lusitania, a renowned British ocean liner considered the height of luxury in the early 1900s.

Today's version keeps the vintage style but adds modern conveniences such as an optional tub spout and hand sprayer. With perfectly proportioned volume controls and the adjustable shower riser and shower arm, bathers can modify the configurations to suit themselves perfectly. This shower is available in seven finishes, including weathered bronze, brushed nickel and unlacquered brass.

We still love the vintage vanity look for a farmhouse-inspired bath. MTI Baths teamed up with Palmer Industries to create a bath vanity collection offering the vintage charm of a classic open-framework vanity with the benefits of modern fixtures. The integrated sink top is made from

MTI's highly durable SculptureStone material, and the leg system is fabricated from solid brass tubing with precision-machined fittings and then polished to perfection.

The Boutique Collection Tops with Palmer Legs come in a variety of styles with traditional or modern detailing available in the shape of the sink or the tapering of the legs. The overall look is very retro chic with a hint of simplicity that is clean and sophisticated.

Atlas Homewares brings a touch of Americana to its Campaign Collection very much at home in farmhouse décor. Reminiscent of classic army trunks, these knobs and pulls have a clean industrial style that is equal parts modern and retro influences.

They're perfect in a farm-style kitchen or to add character to a refinished hutch or armoire. The collection's mix-and-match assemblage allows consumers to put together their own custom look.

Bath Wellness

MTI Baths can turn an ordinary bathroom into a wellness retreat with its line of freestanding tubs and indulgent hydrotherapy options. Perfectly proportioned and beautiful all on their own, MTI tubs take the bathroom environment

to the next level with a focus on relaxation and health. It delivers five spa-inspired types of hydrotherapy experience — the traditional soaking bath, the whirlpool bath, the air bath, the gently flowing Stream Bath, and or a combination of air bath and whirlpool.

The company offers more than 200 different tub models, allowing customers to tailor their bath to suit their style and therapy needs. One of its hottest therapy innovations is Microbubbles, which saturates the

water with dissolved oxygen and uses tiny bubbles to exfoliate and moisturize the skin.

The popular thermal therapy uses Radiance to heat the tub structure from within and provide heat to the neck, shoulders and back. Other popular options include the Stereo H2O audio system that allows music to travel through bath water; a chromatherapy option using LED lighting and an aromatherapy system that releases scented air bubbles through the water.

While we look forward to exciting new trends emerging in the industry, the products showcased here have proven to be perennial favorites. Be sure to stay tuned as we unveil what's en vogue in the kitchen and bath during the year ahead. ●

MTI Baths' hydrotherapy tub with MicroBubbles.



MTI Baths Boutique Collection Tops with Palmer® Legs.



Barber Wilsons exposed thermostatic shower.

