

## 2019 Industry Forecast



What is on the economic horizon for 2019? ITR Economics, the go-to leaders in understanding and forecasting for the wholesale distribution industry, provides an overview for the coming year. Get a snapshot of how the economic forces: taxes, tariffs, interest rates, housing starts, and more will impact our industry in 2019. The outlook starts on page 56.

### Southern Pipe and Supply Named One of the Best Companies to Work for in America

Fortune magazine has recognized Southern Pipe and Supply as one of its "Top 100 Medium-Sized Companies to Work for in America." The magazine named Southern Pipe as the only wholesaler in any industry to receive

#### **SOUTHERN PIPE & SUPPLY**

this honor, and the only plumbing, heating and air conditioning, waterworks, and industrial distribution

company to make the list. This marks the second time in the last three years that Fortune has selected Southern Pipe for its "Best Companies" list.

"Culture with Southern Pipe is not a cool perk or slogan, it's something that permeates through the people working within this organization," said Jay Davidson, president of Southern Pipe. "We call our employees (Turn to page 4)



# The Best of Boutique Hotel Design

*BDNY offered a preview of emerging bath trends.*



**BY LINDA JENNINGS**  
Kitchen & bath specialist

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**W**e were excited to be on site for the 2018 BDNY extravaganza and reveled in the awesome displays and the opportunity to mingle with the hospitality industry's leading design professionals. It was an amazing experience and we loved getting an up-close look at the latest design trends in boutique hotels.

We've found that trends established by boutique hotels often find their way into luxurious residential bathrooms as guests experience the amenities and want to incorporate them into their own homes. Think of it as a "sneak peek" into what leading showrooms will be featuring in the year ahead. Here are some

products we found to be noteworthy for future bathroom inspiration.

### Angular Design

MTI Baths reimagined the traditional pedestal sink in a very cool and modern way. The company collaborated with renowned designer Matthew Quinn to develop the Eryx wall-mounted vanity sink. Inspired by the silhouette of the human body, this asymmetrical sink uses sloping angles to create an abstract pedestal design that appears to defy gravity.

The reverse infinity bowl with integrated horizontal drain blends seamlessly with a fascia extending to the floor for a truly show-stopping look. The sink is available in white or biscuit

with a matte or gloss finish, while the legs come in a variety of colors. The Eryx also can be customized with a longer bowl, making it ideal to serve as a wash station in a commercial bathroom or a spacious master bath.

### Beautiful Brushed Nickel

Choosing the right finish for bathroom fixtures is so important when it comes to creating the perfect look. Brushed nickel is rising in popularity in boutique hotels across the country, a trend likely to make its way to the luxury home market as well. With their finely textured surface, brushed nickel fixtures have an antique look that hides water spots and goes well with many types of stone or tile.

Lefroy Brooks is one manufacturer who has responded to the rising popularity of brushed nickel. It has added the finish as an option for its Fleetwood Collection to accommodate client requests. With its mid-century modern motif, this sleek line embodies the essence of simplicity. Lefroy Brooks is known for its craftsmanship and historically referenced bathroom collections ranging from turn-of-the-century classics to modern minimalism.

### Black in the Bath

Boutique hotels are adding contrast to traditional all-white bathrooms by injecting darker hues.



Albert Barcelona 2 in Anthracite.



MTI Baths Eryx wall-mounted vanity sink by Matthew Quinn



Lefroy Brooks Fleetwood Collection

# PLUMBING & SHOWROOMS



Kohler Ombre finish

We particularly love the sophisticated Anthracite option offered by Victoria + Albert. Anthracite is a muted, softer version of black. Its dark gray tones pair beautifully with metals and look fantastic with silver, gold, bronze and brass.

Victoria + Albert offers Anthracite as a dramatic option for the outer shell of its Barcelona tubs, which is a perfect complement to the glossy white interior. The Barcelona Collection includes three styles of tubs, all with a modern rimless flair and flowing silhouette. The tubs are a smart choice for remodeling projects in hotels or homes because of their underneath void space, which allows installation without disturbing existing flooring.

### Oversized Door Hardware

Boutique hotels like to welcome guests to their suites with a dramatic entrance. Grandeur Hardware helps set the stage for a great first impression with its Tall Plates Collection. Perfect for high-end resort settings, this beautiful hardware uses oversized proportions to make a luxurious statement. The transitional style of this collection is ideal for spaces with tall ceilings and doors measuring 84 in. and higher. Tall Plates are available in the popular Arc, Carré and Fifth Avenue lines. Pair with a variety of knobs and levers for a custom look.

Grandeur Hardware is notable for its quality, with each element crafted from forged brass and polished to a flawless finish. Its distinctive detailing and architectural style enhance the beauty of both traditional and modern hospitality settings and leave guests with a lasting impression of opulence and sophistication.

### Living Moss Walls

Wellness walls are a huge trend right now in the boutique hotel market, and they are rapidly gaining popularity among luxury homeowners too, especially in the bathroom. The idea of incorporating organic elements into bathroom design seems a natural extension of a larger wellness-centered movement in the bath industry.

The Vendure Wellness Wall makes an

unforgettable design statement with the natural beauty of live moss, and it has many practical benefits, too. The moss increases oxygen levels, moistens the air and captures dust, pollen and mold. Its vibrant green colors have been shown to boost moods, speed healing and encourage a feeling of wellness.

As a self-sustaining ecosystem, the Vendure contains living moss that is kept lush by specialized misters and grow lights controlled by a preprogrammed app. Measuring 8 ft. tall by 4 ft. wide, the unit is large enough to be a focal point but compact enough to fit in most spaces. The system is easy to install with a stainless-steel frame and pre-assembled components. The wall is very low maintenance; add water every few weeks and enjoy.

### Amazing Metallics

We expect this look to be a big hit at the trendiest resorts and hotels — and one guests may wish to replicate at home. Kohler introduced a new Ombre finish that gently blends two metal finishes in a subtle yet striking transition from light to dark. The effect is understated yet dramatic and creates an unmistakable sense of luxury and refinement.

Available on select bathroom faucets, the Ombre color pairings include rose gold to polished nickel and titanium to rose gold. Kohler achieves this effect through its patented Physical Vapor Deposition (PVD) process that produces a beautiful finish exceeding industry durability standards.

It's no surprise boutique hotels are at the design forefront with concepts that are different and edgy — a step ahead of the industry and with an attention to five-star luxury amenities. The BDNY show was a great source of inspiration. We saw many new trends that are sure to find their way into the residential market and showrooms across the county. BDNY was a design show not to be missed and one we look forward to from one year to the next! ●



Vendure Wellness Wall

**WELLNESS WALLS ARE A HUGE TREND RIGHT NOW AND ARE GAINING POPULARITY AMONG LUXURY HOMEOWNERS.**

For more information on the brands that caught our eye, visit their websites below:

[www.grandeurhardware.com](http://www.grandeurhardware.com)

[www.mtibaths.com](http://www.mtibaths.com)

[www.lefroybrooksusa.com](http://www.lefroybrooksusa.com)

[www.mosswalls.com](http://www.mosswalls.com)

[www.kohler.com](http://www.kohler.com)

[www.vandabaths.com](http://www.vandabaths.com)