

WHOLESALE



PERSON OF THE YEAR

Donald "Don" Maloney, president of Beaumont, Texas-based Coburn Supply Co., recently celebrated his 50th anniversary at his family-owned and operated wholesale distribution company. During his time in the industry, he has served as a mentor, inspired countless, and volunteered his time and talent to innovate and make positive changes. We celebrate him as *The Wholesaler's* 2019 Person of The Year. Read how this change-maker has left a legacy. The story starts on page 40.

HARDI Launches HARDI Hub

Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has launched **HARDI Hub**, a new interactive video portal for educational and HVACR industry content.

HARDI Hub features eight channels that highlight themes individuals in the HVACR industry utilize for successful business operations. Each channel features educational videos

that allow the viewer to learn something new or to get an update about something that affects their business.

The videos on the portal fall into one of three categories, including Conference All Year Long, Thought Leadership, and original HARDI Content. Conference All Year Long features full-length sessions from HARDI's conferences, allowing those who could not attend to be a part of the action, or for attendees to revisit a session they enjoyed. Thought Leadership videos invite industry experts, who specialize in specific topics, to provide quick pieces of knowledge in an interview, webinar, or lecture format. Original HARDI Content turns valued HARDI reports and data into shorter, digestible videos like "TRENDS in 2 Minutes," featuring Benchmarking Analyst Brian Loftus.

Videos are organized into eight different channels, including HVAC Employment, HVAC Government Affairs, HVAC Market Intelligence, HVAC Marketing, HVAC Networking

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Kitchen & Bath Chronicles

Design trends tell a story of industry achievements and ambitions.



BY LINDA JENNINGS
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Explore the latest chapter of trends in kitchen and bath design. Evolving styles tell a fascinating story of creativity and innovation. Trends unfold like the pages of a book. By perusing the design trends of bygone eras, you can discern what was important then — the priorities, lifestyles and technologies.

Today's trends tell a story too, such as our industry's interest in developing new finishes and transforming common materials. The trends we've discovered include celebrating traditional skills and classic styles while also developing fresh ideas and advanced systems.

We love the trend of designing for both looks and longevity — it's a methodology that benefits our industry and serves our customers well. Scroll along with us to see the latest exciting trend discoveries.

A Crush of Color

We love the 3D effect of a new trio of basins from Kast Concrete and find their sculptural-looking surfaces irresistible to the touch. With

a cool retro vibe and an impressive palette of 28 colors ranging from pastel to saturated, these sinks push the design boundaries of concrete bathroom furniture.

The patterned basins are notable for their highly defined surfaces with dramatic shadows. Choose from the soft horizontal waves of the Iva basin, the clean vertical lines of the Luna basin, or the bold diagonal pleats of the Otto basin. All Kast Concrete sinks are manufactured of the highest-quality materials and meticulous craftsmanship, resulting in exceptional strength, durability and flawless finishes.

Slip into Luxury

MTI Baths perfects the art of the slipper tub with its newest addition — the Mallory. Reclined at both ends for an eminently satisfying soaking experience, this elegant tub is part of MTI's prestigious Boutique Collection. A minimalist outer shell enhances its contemporary vibe with gently sculpted curves. Measuring 65 3/4 inches x 35 1/2 inches x 25 1/2 inches, the Mallory tub is generously sized to accommodate up to two bathers.

It is constructed of MTI's signature SculptureStone, a proprietary material consisting of 65 percent

organic natural stone combined with high-performance resins. The result is a molded stone look that is solidly luxurious, glossy white and oh-so-smooth, all the while being nonporous and resistant to stains, mold and mildew.

Grand Ambitions

Isenberg brings the industrial look to the kitchen with its trendy new Tanz faucet. This stainless-steel faucet design has a simple yet chic vibe inspired by plumbing mechanics. Its sleek lines and soft curves create a sculptural silhouette that looks at home in contemporary or traditional settings. A rotating projection spout and side sprayer offer plenty of practicality to tackle the toughest kitchen tasks.

As the newest addition to Isenberg's popular Klassiker Kitchen Collection, the Tanz faucet has the perfect combination of style and substance to make it a smart choice for busy home chefs. Its eco-friendly design includes a 1.8 gallons/minute flow rate and a spout projection of 8 1/2 inches.

In addition to traditional metallic finishes, the manufacturer offers 20 ceramic-based color finishes, including glossy white and black as well as soft shades of gray, brown and green — plus bolder options such as crimson and navy blue.



The Terraza apron-front farmhouse sink from Ruvati in matte gold

Metallic Tones

No more mundane kitchen fixtures! Ruvati introduces a trio of colorful metallic finishes for its modern farmhouse sink. The Terraza Collection is on-point with current design trends that celebrate metal-inspired looks. Options include a stunning brass-toned finish in matte gold, a striking copper matte finish or a sophisticated gunmetal matte.

Go bold and mix metal finishes in the kitchen or create a cohesive look by matching existing fixtures and hardware. The sink's curved apron front shows off the colored finish beautifully and makes an eye-catching design statement.

Terraza sinks are a practical choice for busy kitchens. Available in three sizes from 3 inches to 36 inches, they are crafted from premium 16-gauge T-304 grade stainless steel that will never rust or tarnish. Their nano-PPVD finish is durable and resistant to fingerprints and stains. The sinks are constructed with heavy-duty SoundGuard undercoating and thick, rubber NoiseDefend padding to muffle the sounds of dishwashing and other culinary tasks.

From Antiquity to Modernity

Withstand the test of time with a new hardware brand known as Age-

less Iron. Crafted by the manufacturers of Nostalgic Warehouse and Grandeur Hardware, the Ageless Iron line features classically designed hardware built to last. Created from hand-poured molten iron, these extraordinary knobs, levers, plates and more can withstand the elements and keep their textured satin finish.

Each piece is sandblasted, deep-cleaned and then zinc-plated twice for superior corrosion resistance. The final powder coating has been tested to withstand 12 months of exposure to the most demanding climates and is both UV and salt resistant. Each lockset is substantial, weighing up to five pounds of solid cast iron, and engineered for reliable performance for decades. The Ageless Iron collection features a style to complement any décor, from Farmhouse and Federal to Mission and Craftsman.

Set in Stone

A true masterpiece from Italy! This extraordinary stone tub has an interior carved to follow the shape of the body for an exquisitely comfortable bathing experience. Created by The Davini Group, each Kora tub originates as a single block of marble and is hand-crafted by skilled artisans at the famed Décor Marmi atelier in the Alpine foothills of northern Italy.

Unlike traditional stone tubs that can weigh more than 2,000 pounds, the Kora tub is so lightweight at just 800 pounds it can rest atop a pedestal as a functional piece of art. Its teardrop shape features a curving shelf at one end for added functionality. The stone walls of the tub have been specifically engineered to retain water heat three times longer than an average tub, creating a more relaxing, extended bathing experience.

Super Shower Panel

The rain shower gets super-sized with an enhanced thermostatic shower valve by Lenova. Experience the ultimate in luxury and relaxation with the SP-SS-03, a complete shower system featuring a rain-style showerhead, multiple built-in body jets and a hand-held sprayer, all in a lovely new brushed satin finish.

What makes this shower panel stand out from the rest is the ground-breaking technology of Lenova's newly developed pressure-balanced and thermostatically controlled valve. The industry-first design of their valve system will maintain water temperature within 1 degree, even when the shower and sprayers are used simultaneously. This allows the user to quickly and comfortably control water temperature, volume and pressure.

The SP-SS-03 features a stainless-steel panel with solid-brass body

jets, hand spray and holder; and Touch-Clean soft rubber. The sleek look of the system and the remarkable experience it delivers makes the Lenova thermostatic shower valve a must-have addition to any spa-inspired bathroom.

The design trend story never really ends. There is always the "next big thing" or a new idea to get excited about. The examples shared here are just a sampling of the intriguing products our industry leaders are developing. We look forward to the next chapter of the story and discovering what yet-unknown trends await. ●

Lenova's SP-SS-03 shower panel



Kast Concrete's Canvas basin collection



The Mallory slipper tub from MTI Baths



Isenberg's Tanz faucet collection.



Ageless Iron's Loch Rosette with lance lever

The Kora tub from the Davini Group



For more information about these luxurious brands, visit their respective websites at:

Ageless Iron	www.agelessironhardware.com
Isenberg Bath Corp	www.isenbergfaucets.com
Kast Concrete Basins	www.kastconcretebasins.com
Lenova	www.lenovasinks.com
MTI Baths	www.mtibaths.com
Ruvati USA	www.ruvati.com