



120 Years of Success

Erb Co. has served its customers' needs and exceeded their expectations by placing an emphasis on the values entrenched in the company's roots. Celebrating its 120th anniversary, the company has evolved into a leading wholesaler in the Western New York area. Pictured above are its leaders standing in front of blueprints of the original building: Gary Bosley, vp of purchasing; Allen Erb, owner and CEO; Tim Wallmeyer, vp of sales and Peter Murray, CFO. Read about the road traveled, starting on page 44.

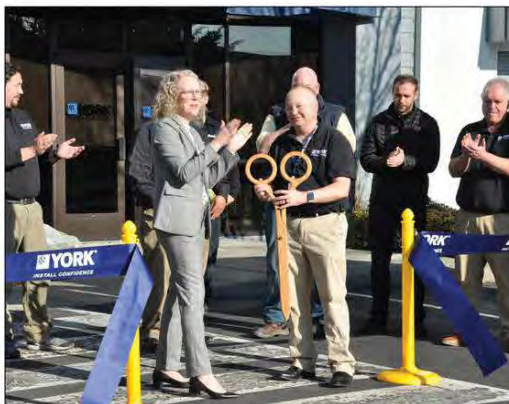
Johnson Controls Opens Second Training Center as Part of Nationwide HVAC Initiative

Johnson Controls celebrated the grand opening of a new Source 1 HVAC Supply and YORK NW Factory Direct training center on Nov. 20 in Fife, Washington. The opening marks the second training center Source 1 and YORK Factory Direct has opened as part of Johnson Controls nationwide training initiative.

The 2,450-square-foot facility features a classroom space that can hold up to 24 students as well as a live lab with 12 YORK HVAC units, ranging from basic to premium efficiency models, to provide hands-on learning to help technicians become YORK certified technicians. The training center also offers a variety of interactive and digital courses designed to educate and prepare the future workforce.

The grand opening event occurred on-site with more than 100 guests in attendance, including YORK dealers, customers, trade school representatives and Fife Mayor Kim Roscoe. Attendees enjoyed commentary from guest speakers, a facility tour, food, raffles and giveaways.

(Continued on page 4)



The Best of BDNY

A look at today's boutique hotel designs offer a glimpse into future residential trends.



BY LINDA JENNINGS
Kitchen & bath specialist

Linda Jennings is President of Jennings & Company, a public relations agency specializing in the decorative plumbing and luxury hardware industry. For more than 20 years, she has worked with significant editors and journalists in the consumer home market, identifying trends and providing newsworthy products. Jennings can be reached at linda@jenningsandcompany.com.

There's nothing like the synergy of a design show in the heart of New York City. The Jennings & Co. team was excited to be on-site for the 9th annual BDNY fair, a two-day marathon of tours and networking offering a source of endless inspiration. Boutique Design New York is one of our favorite events — a creative forum bringing together the top professionals in the hospitality community along with leading manufacturers.

The result is a singular experience that provided a fascinating look at what's trending in upscale boutique hotels and how those trends may translate into the residential market. We've found that boutique hotels are often predictive of residential designs as people experience luxuri-

ous amenities and want to incorporate them into their homes. It's like peeking into the future to see what showrooms will be featuring a year from now.

Here are a few of our favorites from the 2019 event.

Beautiful Blues

MTI Baths pulled out all the stops at BDNY with an eye-catching booth done in blues. Its new Mallory tub was embellished with an exterior gloss in marine-grade polyresin custom blue. Also on display was its New Yorker semi-recessed sink, done

in the same gorgeous shade of blue. As an added plus, the sink cover can

be easily replaced with any color as design trends evolve, making décor updates a breeze.

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MTI was showing off its impressive new shower base designs, too. Its 6036OHD shower base appears to be a standard model with a hidden drain at first glance.

The drain cover conceals an offset drain, which allows the base to replace an original narrower base or tub without the hassle of repositioning plumbing in most cases. It's an excellent solution for remodeling projects — saving time and effort while creating a sleek, contemporary finished look.

Hands-Free Convenience

We loved the pure practicality represented by the all-in-one SWAR cabinet from Stern Engineering. With its minimalist design and clever "hidden" functions, we can see a version of this becoming very popular in residential bathrooms. Its SWAR (soap water air revolution) system is the ultimate sanitary bathroom cabinet with a touch-faucet and soap dispenser and a high-speed hand dryer. It functions as a mirror and includes LED pictograms for an intuitive user experience.

SWAR dramatically reduces water and soap consumption, eliminates paper waste and helps protect users

Stern Faucets' SWAR (soap water air revolution) cabinet



MTI Baths' Mallory Tub and New Yorker Sink with cover in an exterior gloss in marine-grade polyresin custom blue.

from cross-contamination. Many functions can be adjusted by remote control, such as sensor settings, soap dosage and water temperature, which are some great safety features for families with young children.

SWAR DRAMATICALLY REDUCES WATER AND SOAP CONSUMPTION, ELIMINATES PAPER WASTE AND HELPS PROTECT USERS FROM CROSS-CONTAMINATION.

Hidden Function

QuickDrain USA was at BDNY with its award-winning WallDrain that takes water removal behind the wall. This system channels water along the downward slope of the shower pan into a drain channel concealed behind the base of the wall. Nearly any tile can be installed over the drain's magnetic vertical cover before it is attached to the shower wall, creating a fully integrated design.

WallDrain extends the full length of the shower floor, resulting in more efficient water removal. The system works with any poured shower pan or the brand's own Quickslope rigid-foam panels — an eco-friendly option made from recycled plastic bottles. WallDrain is a smart choice for multigenerational households with its barrier-free design and effective system that helps shower floor surfaces dry more quickly.



Crafted of marine-grade stainless steel, WallDrain comes in three standard sizes up to 96 inches and is a perfect choice for both traditional and contemporary bathrooms.

Voice Mirror Technology

The new Séura Voice Mirror

combines beautiful design with impressive technology to create a personalized experience in hotel rooms that would easily translate into at-home scenarios. Using the power of Amazon's Alexa, the Voice Mirror acts as a personal concierge to hotel guests, allowing them to make requests and reservations, play their music using Bluetooth wireless technology, and even allows them to control the room's smart devices such as lights, curtains and temperature.

Our whole team loved the Voice Mirror and thought of so many ways it would be a wonderful addition for home use. The Séura brand has an impressive backstory, starting as the

inspiration of a husband-and-wife team working out of their garage and evolving into an award-winning manufacturer of ever-evolving TV and mirror applications.

It's not surprising that boutique hotels are at the forefront of innovative design with looks and products that are a step ahead of what's available in residential markets. BDNY was a great experience and a beautiful "sneak peek" into future design trends we expect to see making their way into home applications and consumer showrooms across the country. BDNY is a not-to-be-missed experience and we are already looking forward to next year!



QuickDrain USA's WallDrain.

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

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|-------------------|-----------------------|
| MTI Baths | www.mtibaths.com |
| QuickDrain USA | www.quickdrainusa.com |
| Stern Engineering | www.sternfaucets.com |
| Séura | www.seura.com |