

FEBRUARY/MARCH 2020

KBB

THE OFFICIAL PUBLICATION OF **NKBA + KBIS**

CAPTURING
KBIS
2020



• **LESSONS IN PRODUCT SOURCING** • **GLOBAL CONNECT: KERRIE KELLY ON LIVABLE DESIGN**

KBIS
FEBRUARY / MARCH 2020
LIGHTING / LAUNDRY / DIGITAL RESOURCES
THE OFFICIAL PUBLICATION OF NKBA + KBIS

A Talk with Matthew Quinn

KBB's Person of the Year discusses his unusual design beginnings & taking leaps of faith in business

As principal of Atlanta-based Design Galleria Kitchen and Bath Studio and *KBB's* 2019 Person of the Year, designer Matthew Quinn is known for his original and client-inspired designs. He is the recipient of numerous national design awards and has been widely published – even having authored two of his own books. Quinn is also a partner in Nashville's first design center – the Nashville Design Collective – where he will open Design Galleria Kitchen and Bath Studio's second location. Chelsie Butler, *KBB's* executive editor, conducted an exclusive, in-depth interview with Quinn on the KBISNeXT Stage during the show.

Did you always want to be a designer?

MQ: No – my parents wanted me to be a doctor. My first week at medical school, I had an anxiety attack, realized I did not want to be in that field and flew to Paris. Like anyone who spends time in that city, I left wanting to be an architect. When I came back to the States, I wanted to go to Georgia Tech, but I would have had to start all over again with an architecture degree, and I didn't have time for that. I went to American Intercontinental University instead; I started taking classes in space planning and drafting and absolutely fell in love with the latter. I applied for a position with a firm – Design Galleria – and was hired despite my inexperience because he said my smile was better than the other candidate. I've been in love with kitchens ever since.

Were there any leaps of faith you took as your career was developing?

MQ: When the owner of Design Galleria offered to sell me the business and I agreed, that was a massive leap of faith. The owner asked me what I could live on and paid me that – everything else went to the down payment on the business. It was eight years of basically making nothing, but it was so worth it.

Tell us how you got started in product design and share some detail on your brand relationships.

MQ: I'm very blessed to have great clients, and they want products that solve specific problems. Some products work so well that it made sense to license them and have them mass manufactured – like my design for the Julien Home Refinements' Corner Sink. I have been working with MTI Baths in Suwanee, Ga., the longest, and we've come up with some amazing bathtubs and sinks. We have a new sink design that I swear is going to save marriages.

What's the best advice you've received? Given?

MQ: My father taught me the Golden Rule growing up, and that's what I still follow and promote. Always put yourself in another's shoes, and treat others as you want to be treated.

What stands out as a cool project you've worked on?

MQ: I never think about the project but the people. I have to be connected to the person in that space. One project, which was just recently on the cover of *Traditional Home*, was for a client with an autoimmune disease. Every decision had to be made in terms of air quality. This client was the most beautiful, kind woman, and unfortunately she is not doing well. I just recently delivered the magazine to her, and she was so happy to see her dream kitchen on the cover.

How did you become interested in being an author?

MQ: Writing a book was about sharing my designs and process, but it ultimately is about getting business. I also included guidelines about how I think



Photo by PWP Studio

and some of my favorite things, like a bible of products I love using. Some of it is just about the love I experienced working with some of these clients and these designs.

What aspect of being a kitchen designer excites you the most, and how do you stay inspired?

MQ: I like to visit my clients at breakfast or dinner and see the chaos. I study this and feel inspired to solve that chaos and make life easier for them. We always do a thorough two-hour-long interview and go over small details, like how many times they pass between appliances and if they clean as they go when cooking. I get excited about saving a client time. If I am able to do that and the family is interacting more, that makes me so happy.

What made you decide to open another Design Galleria showroom in Nashville? How did you come to bring in Richard Anuskiewicz as the lead designer?

MQ: Nashville is on fire. We've always done a lot of work there, and recently the stars aligned to open a space. We fell in love with this massive mop factory and developed it into Nashville's only design center. Richard is the lead designer of that showroom, and we work well together. If you know Richard, his personality and design style are perfect for Nashville.

What has been your most significant achievement?

MQ: I would say the team we have assembled here at Design Galleria and the Matthew Quinn Collection. There are 34 people in our firm, and many have been there for 15 years or more. I couldn't do it without them. They are solution oriented, make the clients happy through the Golden Rule, and they love to come to work almost every day.

What has been the greatest lesson learned as you've grown your brand and business?

MQ: Every time I think I need to discount services to get a job, I always regret it later. Don't be afraid to charge what you're worth – your experience makes you faster and better than your competition. To me, it is important to establish the value for my unique design and high level of service and stick to it.

What does the future hold?

MQ: With the design center in Nashville, I've discovered that I love development. Other cities might have similar needs that we could also fulfill. I will also continue in product design, knowing that I am a better product designer while still designing quintessential kitchens and spaces as well.

What's Cool Everywhere Else



1



2



3



4

1. The New World Collection by Sasha Bikoff for **NEW RAVENNA** includes East Coast Bandana, a waterjet stone mosaic. The paisley pattern mimics a worn cloth and features a honed background to emulate softened cotton.

2. **FORZA**'s Pro-Style Gas Range is shown in Dinamico Blue, and it is also available in three other bold hues. It is offered in 30- and 36-in. models and features the MassimoBlu Double Broiler, which has an 18,000 BTU blue flame that evenly distributes heat, a telescopic glide rack, soft-close doors, double halogen lamps and the Infinito Grate System.

3. **BOLD** is a freestanding outdoor shower designed by Natalino Malasorti for **CEA DESIGN**. Its stainless-steel material is resistant to corrosion, it offers an adjustable showerhead for a closer or wider jet and is available in satin, polished or Corten finishes.

4. **ISENBERG**'s new Tanz Faucet features sleek lines and curves for a sculptural look in the kitchen. It features a rotating projection spout and a side sprayer and is available in a variety of durable finishes, including metallics and thin film ceramic-based options (shown in navy blue). Other features include fine ceramic disc cartridges for smooth lever movement and an eco-friendly 1.8 GPM flow rate.

5. Azriel from the **LONDON BASIN CO.** is a hand-decorated porcelain basin with floral motifs and ancient Chinese images. It is hand painted in orange, blue and green colors and features touches of gold – perfect for some powder room pop.

6. **FISHER & PAYKEL** now offers a 24-in. Integrated Wine Column that is panel ready for a flush fit and has dual zones for storing a variety of wines. Special features protect against the effects of light, temperature, humidity and agitation, and the columns are designed to match the kitchen cabinetry and are also available with stainless-steel panels and handles.

7. The Darian Bathtub from **MAISON VALENTINA** offers a striking black leather silhouette and features asymmetrical, gold-plated brass bars and an overflow valve. Custom options are available for this fiberglass tub that measures 183 by 100 by 75 cm.

8. The industrial-style Strap lavatory faucet from **SONOMA FORGE** is now available in several mono finishes, which include matte black, polished chrome, satin nickel, satin brass or brushed bronze (shown), as well as in the original split finish, which combines satin black and satin nickel. Strap is offered in deck- and wall-mount options, which can be adapted to hands-free sensor faucets, as well as a tub filler.



8



7



6



5