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Chick Kindig (vice president), Don Reece (president), and Jarrett Hopper (vice president) took a chance in 2017 and stepped outside their comfort zones and merged their two manufacturers' representative agencies to form Reece-Hopper Sales LLC. The Farmers Branch, Texas -based company — covering Texas and Oklahoma for plumbing, pumps, HVAC, and hardware wholesale — ensures that doing business with it is easy for its customers. Read its story, starting on page 36.

## DSG Announces Acquisition of Honold & La Page

Dakota Supply Group (DSG) is pleased to announce the impending acquisition of Honold & La Page Inc. (H&L) in an asset purchase effective July 1. H&L is a third-generation, family-owned distributor of plumbing, heating, electrical, PVF and industrial supplies located in Sheboygan, Wisconsin. Bill Honold, current president of H&L, will remain to assist with the transition before his planned

retirement at the end of the year. Longtime H&L Vice President John Kuznacic will lead the DSG Sheboygan location. The company will operate as Honold & La Page, a DSG company for a period of time before transitioning to the DSG brand.

"We are thrilled to welcome the Honold & La Page associates to the DSG team of employee owners," said DSG CEO Paul Kennedy. "H&L has been a customer-focused, market leader in the Sheboygan area for 88 years. This addition is well suited for our acquisition growth strategy and provides us a strong platform for further growth in Eastern Wisconsin."

Honold said, "I am confident that DSG is the best partner to further grow the business for the benefit of our employees and customers. DSG

brings resources and expertise to H&L that will enhance our value in the market. My grandfather and father would be pleased to know that the company and all its employees will continue into the future as a 4th generation of owners."

DSG is one of the Midwest's leading distributors of innovative products and services for the following industries: electrical; plumbing; HVACR; utility; communications; automation; waterworks; and on-site sewer, water and well. DSG is a 100 percent employee-owned company with nearly 700 employee owners in 33 locations and five states.



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## INDUSTRY CONNECTIONS

### Larry Allen Announces Scheduled Departure from Gessi North America, Names New VP of Sales

Gessi North America has announced CEO/Managing Director Larry Allen will step down from his position at the end of 2020, transitioning his responsibilities to Marco Meli, the company's newly appointed vice president of sales. Allen has managed the North American market for Gessi since 2007, establishing Gessi as a leading brand, especially within the architectural and design community. Gessi has been designing and manufacturing exclusive bathroom fittings and furnishings in Italy for more than 25 years. Under Allen's leadership, Gessi has developed a strong presence in the North America decorative kitchen and bath products market while securing the brand in luxury showrooms, retail locations and high profile hospitality and design projects across the United States and Canada.

"I've thoroughly enjoyed my tenure with Gessi and feel



confident that the legacy created here in North America will continue with Marco at the helm. With his operative experience in both European and the South Asia Pacific regions, Marco is strategically positioned to oversee the North America sales and continue Gessi's growth and momentum to expand its reach in the North American market. He is well qualified to take the reins for Gessi North America," said Allen.

### IAPMO Oceana Hires Graham Clark as Operations Manager



The IAPMO Group is pleased to announce the hiring of Graham Clark as operations manager of IAPMO Oceana, a new position within the organization. Clark is an engineering professional with 13 years' experience as a business and team leader.

Prior to joining IAPMO Oceana, Clark spent the previous four years with Rheem Australia, most recently as R&D manager, leading a team of engineers and technicians, providing oversight on a range of projects across domestic and commercial water heater product groups, and managing supplier, client and staff relationship chains. Previously he was R&D manager for CAMEC and development engineer for Davey Water Products.

A graduate of Monash University in Melbourne, Clark holds dual bachelor's degrees in engineering and commerce.

In the role of operations manager, Clark joins a growing IAPMO Oceana WaterMark team, with a goal to develop and improve systems, strengthen customer relationships, and ensure Oceana remains "First in Fast Professional Certification."

"At IAPMO, we are here to help our clients and the industry address the challenges of the future and to ensure the safety of the community," said Paul Bonsak, IAPMO Oceana managing director. "We have invested heavily in our people and our facilities to ensure we can offer the highest possible standard of service. As part of this development, we have been fortunate to have Mr. Graham Clark join our team. Graham is a true professional with a breadth of experience in plumbing product development and manufacturing. He brings with him talent, enthusiasm and experience, which will benefit our clients."

## Bright, Comfy and Colorful

Nature-inspired products for kitchen and bath.



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.

Cool new design trends are taking their cue from nature. The gardens are a beautiful place to renew and gain inspiration. And as we find ourselves spending more time cocooning at home, our thoughts naturally turn to opening the windows and letting the natural beauty grace our home interiors.

The summer motivates all manners of home improvements, especially when it comes to the kitchen and bath. Simple upgrades such as new hardware inspired by rose bouquets and fixtures inspired by tulips can enliven our spaces. While larger projects like replacing a tub or vanity can truly invigorate the entire home and serve as the inspiration for even more improvements.

Here's a curated round-up of some of this season's most sought-after designs.

### Bath Blooms

The elegant Tulipa tub from BainUltra ([www.bainultra.com](http://www.bainultra.com)) brings an element of spring to the bathroom with its floral-inspired silhouette. The tub is designed to create a sense of calm and peace while acting as a restorative retreat from the demands of urban life. Distinctive metal feet define the base of the tub which flows upward to bloom into a gently curved design with a chic minimalist vibe.

Measuring 60 inches by 33 inches by 25 inches, the Tulipa is sized to cradle a single bather in a luxuriously deep soak. As part of BainUltra's VIBE Collection, this therapeutic bath is available in its THERMOMASSEUR category with Geysair hot air system, as well as a soaking tub with WarmTouch-Shell technology.



The deep-soaking Tulipa tub from BainUltra.

Both versions offer Illuzio chromatherapy, enhancing the bath with lovely colors to enrich the overall experience. Crafted of durable acrylic, Tulipa comes in a glossy white finish that is carefully detailed for enduring beauty and easy maintenance.

### Color Crush

Enjoy a rainbow of nature-inspired colors in the kitchen with the eye-catching Caso faucet by Isenberg ([www.isenbergfaucets.com](http://www.isenbergfaucets.com)). This semi-professional kitchen faucet comes in an amazing array of hues, including Isenberg green, blue platinum, crimson, matte gold and gloss white. There are 21 colors

to choose from, and each faucet is carefully sealed for long-lasting good looks and easy cleaning.

The Caso faucet is a real workhorse in the kitchen, built to keep

pace with the demands of today's busiest home chefs. The design is sleek and contemporary with a distinctive spring spout and pull-out, dual-function sprayer. The faucet is constructed of premium stainless steel and includes a matching soap dispenser. With a flow rate of 1.8 gallons/minute, the Caso is a smart choice for modern kitchens — and the colorful contrast is a welcomed bonus!

### Soothing Sanctuary

Now is a time where renewal and wellness are on everyone's schedule. The newest freestanding tub from MTI Baths ([www.mtibaths.com](http://www.mtibaths.com)) — The Blake — is the perfect spot to enjoy some well-deserved downtime. This exceptional tub was created in collaboration with Studio DB, a prestigious NYC architectural and interiors firm as part of an upscale Brooklyn condominium project. The two-toned bathtub is notable for the singular lip that accents its elegant shape and contrasting exterior color.

As part of the brand's exclusive Boutique Collection, The Blake is offered as a soaker or air bath and is engineered to provide the ultimate

bathing experience. It is crafted of MTI's proprietary SculptureStone for a solid, nonporous, hand-finished product that is incredibly durable.

Measuring 66 inches by 32 inches by 22.5 inches, The Blake comes in a matte or deep gloss finish with a choice of eight standard exterior colors. The tub also includes an option for an integrated faucet deck that mounts flush against the wall and contours neatly along the tub's rear wall.

### Bejeweled Nostalgia

Nothing celebrates nature more than a freshly picked, blooming pink hydrangea. We love this clever way to introduce a pink accent into a design space. Nostalgic Warehouse ([www.regal-brands.com](http://www.regal-brands.com)) is known for its gorgeous crystal knobs in a variety of brilliant hues, including — you guessed it — pink. Pairing the Waldorf Pink Crystal Knob with the Classic Rosette creates a lovely cohesive look that brings an infusion of freshness and light into any room. The pink crystal knob has a beautiful sparkle, perfectly complemented by the bright chrome finish of the rosette.

Nostalgic Warehouse, part of the Regal Brands group, is known for creating heirloom-quality hardware, all crafted from hot-forged brass and carefully finished by skilled artisans. These crystal knob sets are available in a wide variety of configurations for exterior or interior doors and come with easy installation guidelines.



Nostalgic Warehouse's Waldorf Pink Crystal Knob with Classic Rosette.

### Stylish Shimmer

Upgrade the traditional bathroom sink for one that adds an element of glamour. The new Pietra Collection by Ruvati ([www.ruvati.com](http://www.ruvati.com)) features hand-finished vessel sinks with embellished exteriors highlighted in chic metallic tones, patterns and



The Blake two-toned freestanding tub from MTI Baths.

textures. The look is subtle yet extraordinary — a touch of bling without being overblown.

The vessel-style installation is perfect here, perching the sinks on top of the counter to properly show off their beautiful sides. The collection includes three rectangular sinks, measuring 20 inches by 16 inches, with a choice of gold, rose gold or silver finish, or a 15-inch by 15-inch square sink done in an intricate checkerboard pattern in metallic golds.

All have glossy white interiors with curved corners and are made of thick porcelain ceramic. As with all Ruvati products, Pietra sinks are covered by a limited lifetime warranty on materials and workmanship.

### Elevated Farmhouse

Icera ([www.icerabath.com](http://www.icerabath.com)) captures the essence of life at the seashore with a beautiful ocean gray finish option on one of its newest vanities, the Malibu. This elegant color is cool and serene, a perfect contrast to an all-white bathroom, and a dramatic focal point. The Malibu vanity is crafted in a modern farmhouse style with a simple silhouette and slim legs. Four drawers and one cabinet provide ample storage.

Icera builds furniture-quality vanities with solid hardwood construction without the use of MDF or particleboard. Other thoughtful touches include dovetail drawer joinery, soft-close doors and drawers, stylish satin nickel hardware and a coordinating mirror.

Take advantage of seasonal inspirations and exciting new products to create a fresh, updated look in the kitchen or bath. By sticking to the basics — timeless styles, clean lines, beautiful colors and textures — anyone can create the design space of their dreams. Here's to spring 2020 — we welcome both the warmer weather and the blossoming design trends! ●



Hand-finished vessel sinks, part of Ruvati's Pietra Collection.



Icera's Malibu bath vanity.



Isenberg's Caso kitchen faucet.