

# the WHOLESALER 75 YEARS



Industry veteran Dave Poteete struck out on his own to form Valparaiso, Ind.-based Tri-Star Pipe & Supply. His family joined him on the journey, and they are off and running. Read about the new path taken, and the tools that keep them moving forward. Turn to page 48. From left to right: Joe Poteete, director of purchasing; Dave Poteete, president; and David Poteete, outside sales representative.



## Dottie Ramsey Passes Away

The Board of the Southern Wholesalers Association (SWA) deeply regrets to inform the industry that Dottie Ramsey passed away Aug. 16, 2020.

Those who knew Dottie can count themselves blessed. She was a very high-spirited, red-headed small package of dynamite. Others seldom had to wonder what Dottie was thinking, as she spoke freely. As she was coming up through the ranks, her toughness and tenacity helped her find success in an industry that was predominately male oriented. Dottie had a soft side as well. She was very generous and would volunteer to help at every turn.

Dottie was the former president and COO of Modern Supply Co. She served as president of SWA from 1992-93 and was awarded the

American Supply Association (ASA) Fred Keenan Lifetime Achievement Award in 2016. Dottie's support for SWA was unwavering, and in 2014, SWA created the Dottie Ramsey Scholarship Fund. This fund was created to provide member and associate member companies families with scholarships for their employees' kids. The fund provides scholarships each year and has benefited a number of member's family's kids.

SWA is going to miss Dottie. She will always be a big part of the industry heritage and the lives of all who knew her: Dottie's husband, Mayford, her family, the Robinson family and the Modern Supply family will be in the association's collective thoughts and prayers in the days to come.

There will be a private graveside



service for Dottie due to the COVID-19 pandemic. Mayford and the family have asked that in lieu of flowers, honorariums be donated to the Dottie Ramsey Scholarship Fund through The Winston-Salem Foundation.

**The Wholesaler's 2017 cover story on Dottie can be read on page 92.**



## Standout Products for Bath and Kitchen Design

*The top trends gaining momentum in our industry.*



**BY LINDA JENNINGS**  
Kitchen & bath specialist

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**W**hen the time finally comes for attention to turn to those long-postponed home upgrades, our industry will be looking for fresh perspectives and products that are a win not only from an aesthetics standpoint but also for longevity and return on investment. The true winners are those innovative, cleverly thought-out designs where function and form partner to make the home a happy place.

A smart way to achieve this is by investing in one key piece. Select one bold, essential centerpiece and then go for more practical and budget-minded supporting fixtures and furnishings. For example, an English brass kitchen faucet set against neutral tile and countertop, or a freestanding tub in dramatic blue in an all-white bathroom. Sometimes it's what remains hidden that makes the difference, such as an almost-invisible shower drain.

Here are a few standout statement pieces that can make all the difference to the final design.

### Clever Idea: Conceal the Drain

Maintain the sleek perfection of a beautiful stone or tiled shower by hiding the drain with a streamlined linear drainage system by ESS. Easy Drain's Dutch-designed S-line drain was created to fit snugly against

the shower wall, rendering it nearly invisible yet impressively efficient. The S-line is the smallest drain currently available on the market, and its German engineering provides efficient water management to create a drier and safer shower environment.

Its slim profile is ideal for barrier-free showers and is fully accessible to meet the needs of multi-generational households. The S-line system includes patented technology to ensure watertight performance and easy installation. With a minimalist triangular design and reversible grate, the S-line is a chic choice for today's sophisticated showers.

*The S-line drain system from Easy Drain by ESS.*



### Smart Tech: Virtual Control App

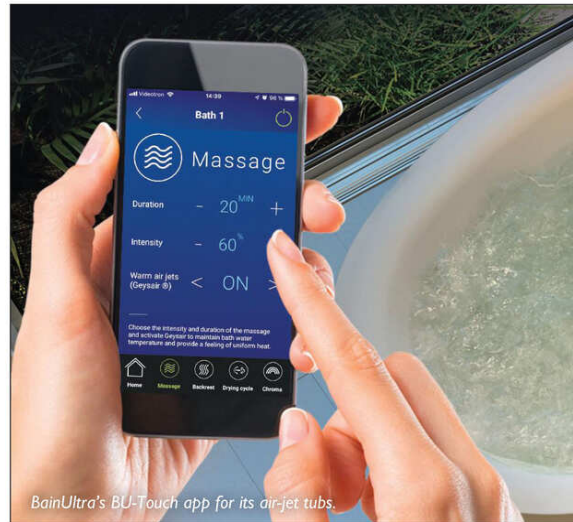
BainUltra has made it so easy to enjoy a relaxing soak in its air-jet baths. Its new BU-Touch app allows users to control all the settings on their ThermoMasseur tub with a simple touch. Getting ready to take a bath has never been so much fun. Select colors for chromatherapy, set preferences for the heated backrest and headrest, and program the drying cycle. Activate the hydro-thermo massage and enjoy instant bliss!

Custom bathing preferences can be programmed in advance from anywhere in the house, or bathers can use the app to make adjustments while in the tub. The BU-Touch app is compatible with any BainUltra tub, requires a router for operation, and may be installed after purchase.

### Statement Style: Solid Brass Fixtures

Create a focal point in the kitchen or bath with solid brass plumbing fixtures from Barber Wilsons & Co. For more than 100 years, the renowned British manufacturer has created the finest in traditional fixtures and fittings, all from premium solid brass. These are not just any ho-hum faucets but true works of art that make serious style statements appropriate for vintage, transitional and contemporary settings.

Choose from graceful swan neck spouts, eclectic wall-mounted designs, freestanding tub fillers, traditional wide-spread faucets, even thermostatic shower valves and a full line of bathroom accessories. Each piece is crafted using time-honored techniques and finished to glorious perfection. Choose from an array of beautiful polished, brushed and matte



*BainUltra's BU-Touch app for its air-jet tubs.*

finishes, including "living finish" options that will develop a lovely vintage-inspired patina over time.

### Finishing Touch: Vintage Hardware

Victorian style has influenced interior design for decades, transcending the years to bring an infusion of style into any décor. Nostalgic Warehouse has a lovely line of authentically crafted brass hardware based on Yale & Town's original Largo design from the early 1900s. Known as the Victorian Collection, this series of hardware is highly luxurious with intricate detailing and adornments, yet thoroughly practical for reliable performance and durability.

Options range from cabinet hardware to entry sets, interior hard-



*The Regent bridge kitchen faucet in solid brass from Barber Wilsons.*





Nostalgic Warehouse's Vintage Collection.

ware and even an antique deadbolt lock. Mix and match different styles from the collection with a choice of knobs, cups, pulls and plates to make a unique finished look. There are even complimentary accessories such as coat hooks, switch plates and outlet covers to complete a cohesive space.

**Emphasis on Cleanliness: Disinfectant Dispenser**

Keeping germs at bay has never been more critical. Keuco makes it simple and stylish to keep disinfectants within reach in the bathroom with its wall-mounted dispensers. With a gleaming chrome-plated finish, these chic dispensers keep germ-fighting soaps and gels close at hand, making it easy to use them frequently. The 8.5-ounce capacity is practical for the demands of daily living, and the on-the-wall design helps keep countertops clean and clutter-free. Keuco dispensers are a smart addition to the bathroom to promote cleanliness and streamlined good looks.



The wall-mounted disinfectant dispenser from Keuco.



The Edwin vanity from The Furniture Guild, shown here in granite walnut with polished nickel.

practical and beautiful addition to the bath. The Edwin is available in a variety of custom sizes and configurations, with single or double basins, and finished drawer interiors with built-in dividers and organizers. The company builds heirloom-quality pieces

with meticulous attention to detail and nearly endless customization options. The Edwin is available in an array of traditional and exotic woods, a plethora of finishes, and equally varied options for the metal trim.

**Sleek Silhouette: Free-Flowing Faucet**

This extraordinary faucet would be eye-catching all on its own, but Isenberg takes the drama to another level by offering the stunning Serie 260 faucet in a sophisticated black matte finish. The effect is remarkable — pairing organic curves inspired by flowing water with a flat, geometric spout and presenting it all in a dramatic standout color.

The Serie 260 faucet is an intriguing blend of hard and soft that allows it to fit in well in contemporary or transitional decors. Crafted of solid brass, the faucet

Isenberg's Serie 260 lavatory faucet in matte black.



MTI Baths' Mallory tub in sapphire blue.



is part of a larger collection that includes fixtures for the basin, shower, tub and bidet, with varied mounting configurations for easy installation and a cohesive finished space. As with all Isenberg fixtures, the Serie 260 line is backed by a limited lifetime warranty.

**Bold Colors: Stunning in Sapphire**

Adding a splash of vivid color is one of today's hottest design trends for the bathroom. MTI Baths leads the way with its popular Mallory tub, now available in a gorgeous sapphire blue. This rich jewel-toned hue is a natural standout against the traditional white common to bathrooms and creates a definite "wow factor" that is sure to impress.

As part of the brand's prestigious Boutique Collection, the Mallory is a freestanding slipper tub reclined at both ends for a luxurious soaking experience with room enough for two. Its elegant profile is enhanced by gently sculpted curves and a minimalist outer shell. Like all MTI tubs, the Mallory is crafted from its signature SculptureStone, finished to perfection and polished by hand for glossy, long-lasting beauty.

Design plans centered around statement pieces are the key to a satisfying finished space. Focal-point pieces should be innovative in shape, color, style or function — or a combination of these. Our industry continues to lead the way in innovation and creativity, as these products clearly prove. As enthusiastic trend watchers, we look forward to the new ideas and designs that will surely be coming in the months ahead. ●

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

**Barber Wilsons & Co.**  
[barwil.co.uk](http://barwil.co.uk)

**BainUltra**  
[www.bainultra.com](http://www.bainultra.com)

**Easy Drain**  
[www.easydrain.com](http://www.easydrain.com)

**Isenberg Bath Corp.**  
[www.isenbergfaucets.com](http://www.isenbergfaucets.com)

**Keuco**  
[www.keuco.com](http://www.keuco.com)

**MTI Baths**  
[www.mtibaths.com](http://www.mtibaths.com)

**Nostalgic Warehouse**  
[www.regal-brands.com/nostalgic-warehouse](http://www.regal-brands.com/nostalgic-warehouse)

**The Furniture Guild**  
[www.furnitureguild.com](http://www.furnitureguild.com)