

WHOLESALE the SALES

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SHOWROOM OF THE YEAR

Studio H2O, the luxury showroom of PSC, a wholesale distributor based in Iowa City, Iowa, sets itself as a destination experience in middle America. Pictured is (left to right) Bethany Nebel, showroom sales manager; Jennie Wunderlich, president of PSC and Studio H2O; and Kathy Rutt, showroom operations manager. The team ensures its contractor customers and their customers receive best-in-class service, and it starts when one calls for a showroom appointment. Read how it exemplifies excellence and why it was awarded The Wholesaler Magazine's Showroom of the Year award. The story starts on page 36.



Ferguson Associates Donate Nearly \$520,000 Worth of New Tools

FERGUSON'S BUSINESS DEVELOPMENT team recently donated nearly \$520,000 worth of new tools to SkillSUSA state chapters, Rebuilding Together affiliates, and Good360.

Read the full article: <https://tinyurl.com/new-tools>.



KBIS 2022 Excites with New Design Products

New finishes, colors, materials and personalization options for today's consumers were on display.



BY LINDA JENNINGS
Kitchen & bath specialist

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THE KITCHEN & BATH INDUSTRY

SHOW (KBIS) was live and back to "normal" this year. Enthusiastic attendees lined up in the Orange County Convention Center in Orlando, Fla., all eager to see the latest kitchen and bath products and partake of long-overdue networking and educational opportunities.

Exhibitors displayed trending products and greeted guests at the first KBIS in two years. The unexpectedly fast pace of the event left everyone delighted by the turnout and excited about the future of the industry.

KBIS 2022 did not disappoint, with exciting products showcasing the latest technology, finishes, colors, materials and personalization options that today's consumers want to incorporate in their homes.

Here are just a few of the standouts that caught our attention.

A Feel for Geometry

The Opal Quiz bathtub by Acquabella is immediately eye-catching with its distinctive geometric, textured finish. The award-winning Quiz transforms the freestanding bath into a chic statement piece that infuses the whole bathroom with a heightened sense of luxury and drama.



Left:
Acquabella's
Opal Quiz
freestanding
bathtub

Below: Forza's 48-inch gas
range and single-oven



Right: True Residential's
sage beverage cooler

Sensational Sage

KBIS is an optimal time to launch a new look, and True Residential did just that by introducing Sage, a refreshing gray/green finish inspired by the soothing pigments of the popular aromatic herb. As a luxury home refrigeration brand with commercial DNA, True offers an amazing array of 66 color options for its full line of refrigeration and freezer units.

Sage was chosen as its newest addition for its connection to nature and to continue the company's foray into the world of neutral color choices. As a semi-neutral shade, Sage is distinct enough to add a bit of spice to any design scheme while also serving to inspire a refreshing, peaceful ambience.

The brand's Build Your True collection of custom finishes and hardware options allow the manufacturer to

Acquabella has made Quiz available for the first time on its line of Akron tubs, which are crafted from a signature compound of polyurethane and mineral fillers to achieve a solid finish that is impressively durable.

Offered in a choice of five colors, the Opal Quiz tub is generously sized for a restorative soaking experience, measuring 71 inches by 31 inches by 21 1/2 inches. Its curved silhouette blends classic lines and a modern vibe to create a truly remarkable design.

Radical Italian Design

Forza generated a buzz at KBIS with the unveiling of this impossible-to-miss gas range. Shown here in a cheerful yellow, this Forza model is the world's first 48-inch, single-cavity oven. Compared to traditional 30-inch ovens, this professional-quality range has the capacity and performance to more than meet the demands of today's busiest home chefs.

The range is outfitted with eight high-powered burners and equipped with the brand's proprietary Massimo-Blu hyper double broiler, its MaxRotiserie accessory and the Infinito grate system. In addition to improving the cooking experience, the Forza 48-inch professional gas range brings style to the kitchen with seven beautiful color options, including shades of blue, red and orange, as well as white, black and stainless steel.





Ruvati's Workstation kitchen sink



Lenova's frameless kitchen cabinetry

offer an extraordinary range of design possibilities for its made-in-America line of refrigerators and freezers.

Go for the Gold

Ruvati blends two of today's hottest design trends with the new Monaco Series of Workstation sinks. The chic apron-front design is a staple of modern farmhouse style, while the new brass-tone, matte-gold finish fits in perfectly with the current high demand for gold and brass finishes. Now homeowners can match their kitchen sink to their brass-toned appliances, pendant lights and cabinet hardware.

Innovative nano-PVD technology achieves this beautiful look, which creates an extremely durable surface that will never wear out or peel off. The matte texture enhances the beauty of the finish and effectively resists fingerprints and stains.

The Workstation sink continues its popularity with impressive functionality and built-in ledges that accommodate the included solid-wood cutting board and matching color roll-up drying rack. Ruvati uses premium T-304-grade stainless steel to construct each sink and adds heavy-duty soundproof coating and rubber padding to minimize noise and condensation. Ruvati sinks are built to last a lifetime with enduring good looks and hassle-free performance.

A New Take on Tankless

Imagine a toilet with no tank. Kohler delivers that vision with the Avoir, a new option in a one-piece toilet design. The engineering behind Avoir leverages water line pressure and the latest flush technology to deliver a completely tankless design.

With its sleek, modern aesthetic and skirted trapway, Avoir blends seamlessly with a variety of bathroom styles and features the brand's ReadyLock system for easy installation. Its patented Quad-Jet Flush engine combines with rim jet swirl

flush for powerful performances that maximizes bowl cleanliness, using just 1.28 gallons of water per flush.

Avoir uses four AA batteries to operate the flush valve, lasting up to a year with standard use, while the Comfort Height chair seating allows easy access for most adults.

A Smarter Shower Experience

It is easy to see why the RainStick shower was the winner of the Best of KBIS 2022 Impact Award. This amazing design is North America's first Wi-Fi-enabled circular shower that conserves 80 percent water and up to 80 percent energy while maintaining nearly twice the flow rate of a traditional low-flow shower.

The RainStick shower experience starts with fresh grid-supplied water, but instead of it all going down the drain, RainStick uses proprietary recirculation techniques to capture, circulate and clean the water, all in real time to avoid waste. Its three-stage process removes hair and debris, disinfects water, and kills bacteria and viruses through long-life UV-LED technology.

As a bonus, users can download

the RainStick app on their smartphone to track their water usage and energy savings.

Custom Cabinets Made in America

We spotted these frameless cabinets at Lenova's KBIS exhibit and immediately fell in love. The quality and detailing are evident at first glance. All are made to order in the United States using the highest quality materials. Standard drawer boxes are crafted from dovetailed natural maple hardwood and paired with soft-close hinges.

With 32 years of cabinetry experience, Lenova proudly offers custom and semi-custom products. Customers can choose from hundreds of options in materials, colors, designs, finishes and sizes. Lenova backs its residential cabinetry with a limited lifetime warranty for years of worry-free enjoyment.

KBIS 2022 was quite the experience and definitely a harbinger of exciting innovations in the kitchen and bath industry. It was wonderful to admire the exhibits in person and to meet and network with other professionals. 🍷

To find out more about the product launches mentioned here and their fresh perspectives on home design, visit these websites:

- Acquabella
www.acquabella.us
- Forza
www.forzacucina.com
- True Residential
www.true-residential.com
- Ruvati
www.ruvati.com
- Kohler Co.
www.kohler.com
- RainStick
www.rainstickshower.com
- Lenova
www.lenovagroup.com



Kohler's Avoir one-piece, tankless toilet



RainStick's Wi-Fi-enabled shower