

THE RETAIL observer

MAY 2025 Vol. 36, Issue 5

AN EYE ON THE INDUSTRY SINCE 1970

NKBA

KITCHEN & BATH
DESIGN +
INDUSTRY
AWARDS

2025 BATH AWARD WINNERS



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IS IT TIME FOR A CHANGE?



The weather, the economy, and our day-to-day lives are in constant change. If it weren't for change, our lives might become mundane, boring, and gray. Change creates opportunities to craft the lives we want, and we can make changes to our personal and work habits to bring organization and harmony to our lives.

Years ago, I announced the birth of a grandchild, and in seven months, another addition to our family will have arrived, bringing my grandchild count to seven. As I look at the changes in my life, grandchildren have been the most joyous and profound to date. To make more room for them at Grandpa's house, I am in the process of moving to a great city with lots of possibilities for vacation and recreation—another big change. In preparing for the move, I am evaluating my personal belongings—what stays and what goes can be a daunting decision.

It's the same in our businesses. We have the opportunity to choose what should stay and what should go with the product mix we sell or specify, where we run our business, and who we work with.

Have you ever wondered, "Is this (product or process) working for me?" "What changes can I make to improve this?" or "What the heck am I doing?" I think most of us have, and frequently, those decisions are challenging.

Over the next few weeks, I will be asking (and hopefully answering) these questions, taking some time to enjoy what I already have, evaluating what I want/need changed in my life, and then implementing these changes.

It's a great time for me to make some productive changes—is it time for you?

Happy Retailing,

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THE RETAIL observer

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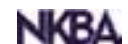
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Most notably, select models in the new MasterCool line will feature up to four integrated cameras in the fridge compartment. The cameras will be located under the top door shelves and in the ceiling so that users will have a full view of the inside of their appliance from anywhere using the Miele@Home app. The cameras capture individual areas of the refrigerator compartment, including the inside of the drawers when the doors or drawers are opened and closed.

“With sustainability and rising food costs in mind, reliable and regulated cooling technology has become critical in any kitchen,” said Dirk Sappok, director of category management, Kitchen Appliances, Miele North American Region. “We’re excited to offer new innovation in refrigeration that helps consumers keep track of what they currently have on hand so that waste is further limited.”

Thanks to the upgrade of the freshness system to MasterFresh Pro in all models, food now stays fresh up to five times longer, significantly reducing food waste. By selecting from the food options, the humidity level will be adjusted automatically.

The new MasterCool line provides optimal freshness and storage of food with features including:

- **FoodView:** Integrated cameras that provide viewing of the fridge compartment while on the go.
- **M Touch Pro Full-Touch Display:** The combination of the colored icons and clear text instructions makes for intuitive operation. Tips have also been integrated, which are particularly helpful in maintenance situations, e.g., cleaning or changing a filter.
- **MasterFresh Pro:** Optimized freshness system that keeps food fresher for five times longer.
- **Longlife AirClean Filter:** A unique, innovative, integrated activated charcoal filter system to reduce odors from the fridge compartment that is regenerable with a lengthy lifespan.
- **WiFiConn@ct:** Allows users to control temperatures, switch on programs, receive alerts, and order accessories from anywhere through the Miele@Home app (available on Android and iOS devices).
- **Freeze&Cool:** Flexible usage of one freezer drawer to customize the temperature range for various needs and endless possibilities.
- **BrilliantLight Pro:** In addition to the LED lighting elements in the side panels, the appliances are equipped with lighting elements in the top frame and at the top of the backwall to illuminate the full interior.
- **Installation Options:** Options to be installed flush with either a kitchen cabinet or a stainless-steel panel. Proud installation is also possible.
- **Dual Ice and Integrated Water Dispenser:** Two ice sizes created simultaneously in separate bins for added customization; internal water dispenser integrated into the left-side panel, offering fresh filtered water at your convenience.

The new MasterCool line will be available starting in October 2025. For more information, please visit www.MieleUSA.com.

isenberg **FLUSSO**

CONTINUING THE CURVE

Flusso introduces the next iteration of the Curve faucet for the tub



Flusso Kitchen & Bath Company embraces the creative momentum of inspired design by unveiling the latest addition to their Curve Collection of modern faucets for the lavatory. Their new tub filler is the perfect companion to Curve’s stunning line of wall-mounted sink faucets. Its simple yet sophisticated silhouette blends pure minimalism with graceful elegance to form an exceptional bath fixture that is certain to elevate any design space.

The Curve faucet features a distinctive horizontal spout that garners immediate attention in the bath. The faucet extends effortlessly over the sink or tub with a curved linear spout and ends in a beautiful waterfall effect that is visually pleasing and soothing to the senses. The Curve concept was literally dreamed up by Abbas Poonawala, CEO of Flusso Kitchen & Bath Company. Mr. Poonawala recalls a late-night work session that resulted in his inspiration. He became drowsy while working at his desk with pen in hand, resulting in his hand making a curved mark against the paper as he nearly nodded off. The shape of that unintentional marking sparked





imagination and became the genesis of the collection.

Sleek and contemporary, the Curve is a decidedly chic option for those looking to showcase a singular aesthetic. Flusso is pleased to offer Curve faucets with left- and right-facing curvatures to fit any design configuration. They are stunning alone and look particularly dramatic when paired over a double vanity. Curve faucets are available with touchless technology that uses hands-free sensors for an easy, more hygienic user experience. They also may be paired with any of the brand's wall- or deck-mounted handles. Featuring solid brass construction, Curve faucets come in a variety of traditional finishes such as chrome, brushed nickel, and matte black, as well as an array of 20 beautiful colors with a ceramic-based finish that is incredibly durable and easily maintained.

Embrace a modern design vision with Curve faucets by Flusso. Their deceptively simple motif makes an extraordinary and memorable style impact. Visit www.isenbergfaucets.com for more information about the Curve collection, or any Flusso product.



ENGLAND FURNITURE AND NATIONWIDE MARKETING GROUP LAUNCH EXCLUSIVE PRIVATE LABEL FURNITURE BRAND: TAILORED LIVING

Tailored Living delivers profitability, flexibility, and custom craftsmanship

Nationwide Marketing Group (NMG) and England Furniture are proud to introduce Tailored Living – a private label brand designed to give independent retailers a powerful advantage in their marketplace. An official brand debut is planned for Nationwide's PrimeTime event and expo in San Antonio, TX, where NMG members can learn more and place initial orders.

Built on England Furniture's custom craftsmanship and made-to-order capabilities, Tailored Living is an innovative solution for NMG retailers looking to enter the furniture market or expand existing assortments into the premium market. "Nationwide's strong

partnership with England allowed us to collaborate with a mutual goal in mind – create a solution that empowers our members," said Jeff Rose, VP of furniture and bedding for NMG. "With Tailored Living, we've done just that by eliminating challenges such as low order minimums and inventory requirements."

Through Nationwide's exclusive program, members can tap into strategic benefits with Tailored Living, including:

- **Flexible, low-risk inventory solutions** – No warehousing needed, making it easy to expand product offerings and meet the needs of any customer while saving retail space.
- **Competitive financial advantages** – Volume rebates, exclusive pricing and special financing offers are available for any NMG member.
- **Industry-leading turnaround times** – Custom-built upholstery delivered within 30 days.

"England Furniture is thrilled to partner with Nationwide Marketing Group to launch Tailored Living," said Walter Matlock, VP of sales, England Furniture. "We're confident that this brand will bring incredible value to NMG's members, and we commit to delivering the same high-quality custom order upholstery in 30 days, making this a no-brainer for any furniture retailer."

Visit www.nationwideprimetime.com for more information.

