

Sponsors Added to 2008 Eight-City Seminar Series

Hackensack, NJ — Viking Range Corp. and Rev-A-Shelf are the latest corporate sponsors lending their support to the eight-city series of seminars being co-produced in 2008 by *Kitchen & Bath Design News* and the National Kitchen & Bath Association. The addition of Viking and Rev-A-Shelf brings to 10 the number of co-sponsors supporting the educational initiative. Other co-sponsors include Broan/NuTone, Danze, Elkay Mfg., Geberit, Mid Continent Cabinetry, Plain & Fancy Custom Cabinetry, VT Industries and White River Hardwoods.

The educational initiative consists of a series of seminars aimed at increasing the design skills, showroom savvy and profitability of kitchen and bath dealers, designers and showroom personnel.

Information about registering can be obtained from the NKBA, at (908) 852-0033. Sponsorship information can be obtained by contacting *KBDN* at (201) 487-7800.

Industry Update

Noteworthy developments impacting the kitchen and bath market

Elkay Divests Itself Of Canadian Operations

Oak Brook, IL — Elkay Plumbing Products Division has completed the sale of its Elkay Canada Ltd. operations to Novanni Stainless, a newly formed company owned by Oakville Stamping and Bending, Canada's largest manufacturer of overflows, traps, lavatory drains, tubular brass fittings and flexible supply hoses, the company announced.

Novanni Stainless will continue to serve Elkay Canada Ltd.'s Canadian customers by manufacturing Wessan, AMI and other Elkay-branded products in the Coldwater, Ontario facility, and distributing Elkay-branded products throughout Canada as Elkay's exclusive distributor, according to Elkay Plumbing Products Division President Steve Rogers.

"We clearly see this move as the best strategy for Elkay to continue to grow in the Canadian marketplace," Rogers said. "This sale enables Elkay to continue to distribute high-quality products to our Canadian customers.

Showroom Offers Smoky Mountain High Appeal

By Amondo O'Mahony

S HENDERSONVILLE, NC—stretching from eastern Canada into Georgia, the Appalachian Mountain range is well-known for its geographic beauty and important place in America's history. This lush area became both inspiration and home to the new Prosource Plumbing Supply showroom in Hendersonville, NC.

Tony Martin, who co-owns the firm with her husband Grover, designed the 4,500-sq.-ft. showroom and oversaw its construction. To capture the Appalachian mountain location, the showroom offers a rustic style with a mix of contemporary sensibilities. This style is well received by the clients who arrive in



Left: To reflect its majestic surroundings, the showroom mixes products from Elkay, Gravity Glas and Stone Forest that establish a rustic style with a variety of modern twists.

Below, left: Furniture pieces as well as natural materials are highlights of the showroom, which strives to create an authentic representation of Appalachian style.



the showroom, Martin says.

"The response from many of the builders and designers is that it has a very warm, inviting feel, incorporating unique products," she notes.

STARTING OVER

Once occupied by a metal welding company, the building witnessed massive renovations before the grand opening. To offer an open and updated appearance, the lower floor's drop ceiling was removed and new heating and cooling elements were incorporated. Bathrooms and offices were completely gutted and replaced as part of the renovation. The lower level flooring was stripped to the concrete slab and was replaced with a customized painted floor. Wood flooring replaced the old commercial laminate flooring in many areas, as

well. A metal wrought iron staircase, which leads clients upstairs, adds to the overall style.

The new space displays 15 separate vignettes and additional freestanding pieces. Two drop-in bathtubs feature both whirlpool and air-jet technology, while upstairs, a full, pre-cut functional sauna adds an upscale touch. There is also a custom shower with slate tile that demonstrates an array of shower heads and body sprays, as well as steam.

The public restroom showcases custom countertops and sinks from Stone Forest, a lighted medicine cabinet from Robern and a TOTO washlet. In the kitchen area, a copper sink serves as both a display element and refreshment unit for clients. There is also hot coffee brewed every morning and fresh

popcorn popped every afternoon to entice clients.

The showroom offers tubs from Bain Ultra, Lasco Bathware and PSC, among others, while Cifial, Jado, THG and Newport Brass are several of the faucet lines represented. Linkasink, J. Aaron, Stone Forest and Gravity Glas are a few of the vessel sink brands spotlighted, while kitchen sinks on display include those from Elkay, Julien, Bates and Bates, Stone Forest and Elite Bath.

Hardware lines carried include Colonial Bronze, LB Brass and Top Knobs, and the showroom features a variety of accessories and furniture pieces, as well.

Taking into account the growing demand for eco-friendly products, the showroom offers such green product choices as TOTO's new 1.285 gpf toilets, recycled glass sinks by Bear Creek Glass and tankless water heaters from Takagi.

Mirroring the mountain location, the showroom features a combination of natural materials such as wood and granite. Since a lot of mountain-style homes are built in the area, product lines such as Stone Forest also fit in very well, Martin says.

She notes that furniture pieces for the powder room are also a growing trend, since many clients want an impressive effect to play off the power and majesty of the neighboring mountains.

Additionally, Prosource offers vignettes with Universal Design features to address the community's growing retiree population.

PERFECT HARMONY

Prosource Plumbing Supply is open to both the trade and consumers, and Martin explains, "We pride ourselves in our ability to assist in the design aspect, as well as aid in the selection of products. This would include commercial and residential projects, in both remodel and new construction."

To allow for better client visualization, the company deals mostly in integrated designs. "This was one of the many purposes of the new showroom," adds Martin.

To introduce the new showroom, Prosource held an all-day gala. One of the many events during the gala was a catered breakfast and lunch presented by a locally honored chef. The day also saw live music, two live radio broadcasts and many lottery-style prize drawings for the builders, designers and homeowners in attendance.

According to Martin, the firm plans to hold vendor seminars and monthly luncheons to help build traffic and positive word of mouth. Prosource also offers a Web site for clients to view the showroom's various product lines, and uses E-mail to update customers on new products and any upcoming showroom events.



Design Update

Innovations in design and product applications

Green Makes Splash in Design Showcase at K/BIS



Photo: Jan DeWester

Below: Eldorado Stone's Ardante Fieldedge faux stone adds texture and contrast to the built-in dining banquette.



By Andrea Girolamo

CHICAGO—

This year's Kitchen/Bath Industry Show displayed more green design than ever before, but no display took that theme more literally than the 2008 Design Showcase, sponsored by *Woman's Day Special Interest Publications* and *Merillat*. The cabinetmaker constructed this year's Design Showcase right in its booth, where visitors could experience the kitchen/master bedroom/master bath combo firsthand.

Designer Ingrid Leess was the principal designer of the space, and worked in collaboration with Meervyn Kaufman, project director/writer for *Woman's Day Special Interest Publications*; Paul Bady, project manager for *Merillat*; and Nellie Ondrovick, an interior designer for the cabinetmaker, to make her green-tinted ideas into reality.

COLOR AND CONTRAST

Leess, of New Canaan, CT-based Ingrid Leess Interior Design, started



with color as her guide. In a chance visit to CaesarStone last year, the firm's Apple Martini color caught Leess' eye. As a result, it appears on the perimeter of the kitchen, one in an array of vibrant greens.

"Green is the color that sets the tone," she says. "There are a variety of shades; none of them match, but all are complementary."

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Top and above: Leess' kitchen blends organic shapes, a variety of textures and modern appliances from Gaggenau, KitchenAid and others to create an eye-catching transitional style.



Top and right: Details make Leess' design shine, from the island's sink-dishwasher work station to the Elkay bar sink/Delta faucet combo and cabinets to house utensils and cookware.



Opposite page: Tucked between an Elkay hammered stainless steel bar sink with Delta Anora faucet and a three-door bottom mount refrigerator-freezer is a built-in coffee center from Gaggenau.



Mixing greens with an emphasis on organic shapes and a variety of materials, the designer was able to create, in her words, a "fresh" transitional style.

"I knew in advance some of the materials we'd have to work with," she adds. "I knew there would be stone and so I thought, 'wouldn't it be interesting to give the space the feel of a reclaimed barn, to give it the look of being built around an existing stone wall?'"

The faux stone wall, which is Andante Fieldledge from Eldorado Stone, encircles a dining area with a banquette constructed of Laredo maple in Dove, part of Merrillat's Masterpiece series. The banquette is positioned beneath a fixed, circular 42-3/4" diameter Pella window. The window is meant to flood the room, and in particular the eating area, with natural light.

Leess says there's a lot to love about the juxtaposing of texture and color in the space.

"I like the mix of the gloss of the tile and the roughness of the stone," she says, noting that even the flooring, Cappuccino oak laminate from Alloc, has colorful

nuances worth noting. "It carries the reclaimed barn idea – the plums and browns and white sort of running the grain. It looks like an old floor that might have been painted at one time but that's worn down over time."

Leess' penchant for repetition can be seen in the repeating styles of the aluminum hardware on the Merrillat cabinetry, which mirrors the appliance pulls.

"The repetition of shape, as well as color and texture, threads the room together," the designer says. "And it extends continuity between the kitchen, bath and mudroom."

EASE OF USE

The space was designed with a middle-aged couple in mind as the homeowners.

"It's supposed to be a second home," says Leess. "We imagined it to be like a weekend house, a place where the couple could come to entertain family and friends."

With entertaining in mind, functionality was key. Two work zones abut one another: from refrigerator to sink to ovens, and from ovens to sink to cooktop.



Design Update

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bath and is set in a wood base. Encased by a glass and stainless steel Teutonic enclosure from MTI Whirlpools, the shower is outfitted with an Arzo single-control and square overhead spray from Delta. The shower door is on slides and has the same open-close motion as the barn door.

An exterior wall-mounted towel warmer from Runtal picks up the chrome and stainless steel elements in the shower, while the teak shower tray repeats shades from the tub frame and the Florim Terra Nuevo shower tiles.

Overall, Lees thinks the design collaboration met everyone's goals for the project.

"I don't think we wanted it to be safe looking; we felt we could go a little more fun, putting up a big green wall, using lively fabrics and stuff, perhaps toning it down with the use of wood and the whites of the cabinetry, tiles and the island countertop," she says. "It's not too overpowering – it ends up looking fun and fresh."

Organic forms and repetition of shapes give the bath a minimal, vaguely Asian-inspired aesthetic.

