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Bath & Kitchen Pro eNews for January 24, 2008

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This year is starting with a bang! Expect to see some interesting introductions at the upcoming [International Builders Show](#) and the April [Kitchen/Bath Industry Show](#). [Delta Faucet Co.](#) hosted a group of trade press editors at its headquarters this week for a "sneak peek" at a new product platform to be unveiled at IBS. It has been under development for seven years and has multiple patents pending. See the [Product Development](#) section of this e-newsletter to learn more.



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Announcing Bath & Kitchen Pro — New in 2008

BNP Media announces the debut of **Bath & Kitchen Pro**, a unique publication created for a powerful audience of bath-and-kitchen installers, distributors with showrooms and designers. Unlike other

Did You Know .

According to **This O** nearly 7.6 million ho remodeling their kit

magazines that focus purely on design, ***Bath & Kitchen Pro*** will provide information on installation and purchasing as well as design trends.

Bath & Kitchen Pro will be published three times in 2008, starting in February; its Winter, Spring and Fall issues will be distributed at major B&K shows in addition to its 55,000 circulation drawn from the readers of ***Plumbing & Mechanical, Supply House Times, Tile, Stone World, and Environmental Design + Construction.***

For additional information, contact Publisher Bob Miodonski at 630-694-4007 and miodonskib@bnpmedia.com or Managing Editor Kelly Johnson at 630-694-4379 and johnsonk@bnpmedia.com. Or, visit www.bathandkitchenpro.com.

People On The Move



Mark Whittington



Ted Hamilton

Elkay Manufacturing Co.'s Plumbing Products Division (PPD), which manages the company's marketing of residential and commercial sinks, faucets, water coolers and related accessories, announced



Mike Purcell

three promotions. **Mark Whittington** was promoted to senior vice president of sales; **Ted Hamilton** to director, trade sales and market development — West; and **Mike Purcell** to director, trade sales and market development — East. Whittington was most recently vice president, trade sales and market development — West. Hamilton was the market development manager for the Midwest region. Purcell was national accounts manager.



Stephen LaMachia

Sonia has hired **Stephen LaMachia** as Eastern regional sales manager and **Barr Tinney** as customer service representative. Prior to his position with Sonia, LaMachia served as the Northeast regional sales manager for Hansgrohe. Tinney has served as a showroom sales associate for Ferguson Enterprises and Lawrence Plumbing.



Barr Tinney

Almo Corp.'s Specialty Appliance Division has appointed Joe Dillon as regional field sales manager for the Southeast territory for the company's Specialty Appliance Division. In this newly created position, Dillon will report to Larry Feldman, Sr., vice president of sales. Dillon has 18 years of experience in the builder distributor, manufacturer and independent distributor channels. Almo's



Upcoming

Bath and Kitchen B

its Spring Conference at the Arizona Grand Resort. Keynote speaker Steve Mueller Nicholls, a 60-year-old construction company owner, will discuss the growing trend of "Green" and how environmental products affect costs, product selection and the overall business.

The Presidents Council is devoted to the development of the Plumbing Improvement/Building Industry has recently partnered with the International Association of Plumbers to promote Koelnmesse industry-related **Inter Fair** in Cologne, Germany in 2008.

Expobagno 2008 is an exhibition dedicated to heating and air conditioning that will be staged parallel to the **Convegno Expocom** international biennial devoted to heating and air technologies March 1-3 at Fiera Milano Exhibition Center in Italy. Ceramic sanitary fittings, bathroom accessories, marble, tiles, wellness spas will be on display. In addition, Expobagno features "TECNOPOLOIS," a new Angaisa (Italian Dealer) Plumbing Equipment, and Bathroom Fitting exhibition devoted to the distribution of Magazzino Innovativo "Innovative room," alongside the exhibition dedicated to the association of the

The **American Supply** has announced semir

Specialty Appliance Division serves the U.S. market, representing Liebherr, FCI, Capital, Faber and Bertazzoni.

Grand Hall has appointed two new regional managers, **Dan Millard** and **Marc Platten**, to be in charge of the Eternal hybrid water heating division. The pair will report directly to Fred Hoffmann, Eternal's national sales manager. Millard has more than 15 years of experience in the gas appliance industry, including four years with Rinnai America Corp. and 10 years at Heatilator Inc. A licensed plumbing journeyman, Platten was most recently commercial sales manager for Moore Supply.

Distributor News



Winston-Salem, NC-based **Murray Supply Co.** (www.murraysupply.com) held a BrassCraft Pig Pickin' at the Apex branch on Dec. 12, 2007. Robert Stokley from Pro-Marketing showcased several commercial and residential products from BrassCraft during the event, and Alan Honeycutt, Apex branch manager (pictured), made homemade hush puppies to go with the roasted pig.



Vendor News

Blanco has been awarded the 2007 Chicago Athenaeum GOOD DESIGN Award for excellence in industrial design for its BLANCOPRECISION 10 sinks (pictured, right). GOOD DESIGN Awards honor the most innovative, cutting-edge industrial, graphic and product designs of the year.



Julien Home Refinements has introduced its Dealers of Distinction program, a value-added initiative in which the company will invest in showrooms that have shown the potential to grow the Julien brand, specifically in 2007. In addition to displays, dealers of distinction will receive increased brand recognition through

a Julien event and marketing endeavors. Their logo and contact information will also be listed in the Julien lead fulfillment campaign and they'll be noted as dealers of distinction on the company's website dealer locator.

Essentials of Profitable course starting March. The course will be taught by Darlington, **Supply House** showroom columnist.

WQA Aquatech USA NV, March 25-28 will address on sales, training and advertising: "Big Ideas Everything," by Danie Work," by Tim Miles, to Sell," by David Scull will also include more topics such as marketing functional programs and techniques.

The **Kitchen/Bath Industry Conference (K/BIS)** Chicago April 10-13, latest and greatest in products and information exhibitors and more than 100 and international dealers architects, distributor centers are expected show will offer product demonstrations, the keynote speeches and NKBA professional development interactive roundtable sessions will include a "Session" with HGTV's "Business & Leadership" business guru Nikki M "Technology & Trends" Dominick Tringali, as presentation by Ace & Patti Weaver's "Green Resources Are Out There" Turner's "As the Color Design Trend Forecast

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Perry Stewart, sales associate at Snyder Diamond in Santa Monica, CA (pictured), has been selected as the grand prize winner of [Mr.Steam's](#) new "Passport to Luxury" Showroom



Program. The program, launched by Mr.Steam in April 2007, provides its showrooms and sales associates with enhanced sales and marketing tools, techniques and enticements. Stewart won complimentary roundtrip airfare and accommodations for two for four nights in Rome.

[Gerber](#) has selected [Kleber & Associates \(K&A\)](#) as its new integrated communications partner, handling the company's brand development and integrated marketing initiatives. This year, Gerber is launching several new products, including the new Logan Square (vitreous china) Suite and the Toilet Pak, a comprehensive package containing all parts needed for easy installation: tank, bowl, toilet seat, wax ring and flange bolts. Furthermore, the company is enhancing its Ultra Flush toilet collection to exceed the EPA's WaterSense criteria for water-conserving toilets by offering just 1.1 gallons per flush (gpf).

[Lasco](#) 's Builder Services program is a one-stop-shop resource for residential and commercial builders, plumbers, and developers. Designed to be used as a full-service or an a la carte strategy, Builder Services offers planning consultation and take-off suggestions, on-site advisors, expert installation teams that can navigate the intricacies of ADA compliance, and follow-up work upon a project's completion.

Showroom News

New products from [American Standard](#) and [The Fuller House](#) (www.murraysupply.com), a division of Murray Supply Co. (Winston-Salem, NC), will be on display at the Triad Home and Garden Show at the Benton Convention Center Feb. 22-24, 2008. The Champion 4 flushing system, Cadet 3 compact toilets, 1.28-gallon wall-mounted and floor-mounted toilets, Selectronic flush valve and handcrafted bathroom furniture will be featured at the show.



PM Engineer MEC WEBINAR SERIES CONTINUES IN 2008

This series of intensive 90-minute Webinars presents the latest concepts for modern hydronic heating system design in both residential and commercial applications. Attendees learn state-of-the-art concepts that enable them to design efficient, affordable, and reliable hydronic systems. Economically priced, they are a fraction of the cost of travel and attendance fees for other

Data

In a recent survey of [World](#) magazine on purchasing trends in respondents were as their business would investment in 2008.

Equipment: **66%**

Marketing: **51%**

Showroom: **39%**

Personnel: **37%**

Fabricating facilities:

Stock: **26%**

Warehousing: **17%**

Other: **3%**

RSS [Supply House](#) now offering R (Syndication) feeds. If you want the articles from our website on your readers' desktops, or on even mobile devices, visit www.supplyht.com. Click the RSS symbol for information on how to set up to receive our content.

Calendar

February 11 - 15, 2008
[57th Annual Industrial Ventilation Conference](#)
East Lansing, MI

February 13 - 16, 2008
[2008 International Builders Show](#)
Orlando, FL

February 18 - 21, 2008
[domotechnica International](#)
[Appliances & Components](#)
Cologne, Germany

February 19-22, 2008
[ISH China 2008](#)
Shanghai, China

March 2-6, 2008
[MCAA 2008 Annual Conference](#)

high-priced conferences or seminars. **CEU/PDH Credit* is available.**
This year's Webinar topics include:

Multiple Mod/Con Boiler Systems – Defining the Future of Hydronic Heating

Thursday, February 14, 2008, at 1:00 pm ET

\$49 for the Webinar, downloadable reference and Q&A session. [Early Bird Rate of \$49 Expires January 31, 2008. Price after 1/31/08: \$79 (US)]

Sponsored by: [Lochinvar](#)

A Survey of Modern Mixing Methods

Thursday, March 20, 2008, at 1:00 pm ET

\$49 for the Webinar, downloadable reference and Q&A session. [Early Bird Rate of \$49 Expires March 6, 2008. Price after 3/6/08: \$79 (US)]

Active Solar Heating — New Opportunities For Hydronic Professionals

Thursday, May 1, 2008, at 1:00 pm ET

\$49 for the Webinar, downloadable reference and Q&A session. [Early Bird Rate of \$49 Expires April 17, 2008. Price after 4/17/08: \$79 (US)]

Home Run Distribution Systems — An Outstanding Alternative to Metal Piping

Thursday, June 12, 2008, at 1:00 pm ET

\$49 for the Webinar, downloadable reference and Q&A session. [Early Bird Rate of \$49 Expires May 29, 2008. Price after 5/29/08: \$79 (US)]

Presented by:

John Siegenthaler, P.E.

John is a licensed engineer with more than 28 years of experience in hydronic heating. He also is a writer, software developer and columnist for *PM* and *PM Engineer* magazines.

Register today at: <http://webinar.pmengineer.com>. If you're busy that day, [sign up anyway](#). You have 12 months to play back the scheduled broadcast any time you like.

Missed one of our 2007 MEC Webinars? No Problem! They are now available On-Demand! Visit the archive section at <http://webinar.pmengineer.com> to view these and other Webinars.

*CEU/PDH 1.5 credit hour Certificate of Completion will be made available for those who attend. It is up to each individual to verify if a given course is approved by their state licensing board.

Green Street

[Kohler Co.](#) has joined the newly formed [Alliance for Water Efficiency](#) as a charter sponsor. The Alliance is comprised of product manufacturers, water utilities, environmental advocacy groups, consultants and other interested parties who are committed to conserving water resources in North America.



[Patio Enclosures Inc.](#) announced its Earth Smart sunroom product initiative, offering energy-efficient sunrooms and eco-friendly products for the sunroom industry. The includes ENERGY STAR-rated Patio Roof System Panels, as well as ComfortGardPlus insulated glass doors and window walls, ComfortDeck insulated floor panels and Edge-to-Edge Advantage floor-to-ceiling and

Palm Springs, CA

March 5-8, 2008

[Bath and Kitchen Buying G](#)
Phoenix, AZ

March 9 - 12, 2008

[International Hardware Fai](#)
Cologne, Germany

March 11-15, 2008

[Mostra Convegno Expocom](#)
and Next Energy
Rho, Milan, Italy

March 16-19, 2008

[Second Annual North Amer](#)
[Trainers Conference](#)
Las Vegas, NV

March 25 - 28, 2008

[WQA Aquatech USA 2008](#)
Las Vegas, NV

April 11 - 13, 2008

[2008 Kitchen/Bath Industr](#)
Chicago, IL

April 23, 2008

[Palm Beach PHCC — Annu](#)
West Palm Beach, FL

April 24-26, 2008

[Passport to Success: The 2](#)
Toronto, Canada

July 15-17, 2008

[Intersolar North America 2](#)
San Francisco, CA

[See our complete calendar](#)

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wall-to-wall glass doors and windows.

[Watts Water Technologies Inc.](#) announced it has become a member of the United States Green Building Council to help support "green" building initiatives within the construction industry by working with architects and engineers to earn LEED credits.

Building project teams pursuing certification under the **U.S. Green Building Council's** (USGBC) LEED (Leadership in Energy & Environmental Design) Green Building Rating System now have the opportunity to view the Innovation & Design Credit Catalog online. Go to www.edcmag.com for the full story.

This 'n That

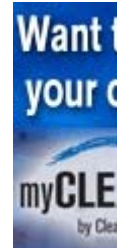
The third in the **American Supply Association's** Essentials brand of distribution business programs, *Essentials of Profitable Showroom Sales*, written by Hank Darlington, Supply House Times' showroom columnist, will be available January 25 at [ASA's Bookstore](#).

There's a new tool available to gain valuable insight into the Latino business and labor market. Speaker/consultant/columnist Ricardo González has launched [The González Report](#), a website to help those who manage Latino labor or are in business development with Latinos. Through this website, González leverages his first-hand knowledge of the Latino populace with years of business consulting and management to deliver news, reports, and research that affect business with Latinos. The website offers three key areas of focus: Sales/Marketing, Labor/Management, and Political/Social, plus expert commentary and analysis.

[Jenn-Air](#) brand is now offering 3-D appliance models in the "Building Product Manufacturers" and "Green Appliance Collection" sections of the [Google SketchUp 3D Warehouse](#). Both sections of the website will house the brand's appliances, including four full kitchen suite choices and new appliances within the oiled bronze kitchen suite. Google SketchUp provides quick and easy 3-D forms for conceptual stages of design.

A new look, easy-to-access product information and enhanced installation details are just some of the features recently introduced on **Fypon's** new website. Located at www.fypon.com, the comprehensive site allows homeowners to download product literature on the company's interior and exterior decorative millwork elements, review warranty information and find local Fypon dealers. Builders, remodelers and dealers can gain step-by-step installation advice and detailed product specifications, while architects will find tools such as FyponCAD, FyponDesign and custom ordering information.

Looking for tips on lavs? [Go here](#) to read "Lavatory Planning Tips" excerpted from the National Kitchen & Bath Association's Kitchen & Bath Products from NKBA's Professional Resource Library. This also was published in the January 2008 issue of **Supply House Times** magazine (page 26). The article discusses selecting the right faucet



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We welcome your fee **Suzette Rubio** at [ru](#) **Jim Olsztynski** at [w](#) your comments.

and positioning it most effectively, and how to install pedestal, self-rimming and vessel-style lavatories.



Product Development



Delta Faucet Co. says its new DIAMOND Seal Technology water delivery contact with potential metal contaminants such as brass, copper or lead, statute AB 1953, which mandates that drinking faucets contain less than 0 also provides guaranteed protection from leaks and drips. The DIAMOND v ceramic valve cartridge featuring one ceramic disc and one diamond-embed There are no dynamic seals to wear out and water never enters the top ha features 38-inch long InnoFlex one-piece waterways, made using a proprie polymer material, that can be connected directly to the hot and cold water technology is already available in limited quantities on the Delta Signature faucet, with broader availability in June. The technology will be further exp include the brand's most popular pull-out and pull-down kitchen faucets, ir Victorian, Leland, Palo and Allora.



BrassCraft has introduced its Safety+PLUS patented, magnet-based excess event of a gas line rupture or disconnection, the valve immediately restricts (hazardous level (bypass flow) to avert the potential for a dangerous release (Once the gas line is properly repaired, the bypass flow automatically resets t gas flow to the appliance. The valves are available for gas range, furnace, wa heater, dryer and gas log fireplace applications.



CorStone Industries has introduced the Optimum 5.0 Series to its acrylic The series features the Alton undermount social prep sink with a decorative dimensions are 20 inches x 20 inches x 10 inches.

A new line of **GE** tankless gas water heaters provides a continuous supply of hot water whe it. Unlike conventional storage water tanks, GE's tankless gas water heater only activates v hot water and immediately de-activates when you are done. An electronic digital control all to adjust the hot water temperature at the touch of a button, while the Precise Temp featu temperature within three degrees (+/-) of the heater's set point. Available in June 2008, th both outdoor and indoor models with a compact footprint (approximately 23 inches high x inches deep, and weighing 50 lbs.), in 7.5-gallon-per-minute flow and 9.4-gallon-per-minu



Espresso, **Adelphi Kitchens & Cabinetry**'s latest finish for its cabinets, crea light countertops. Available on all styles and woods, Espresso has an especia birch (shown), cherry, walnut and oak.



Hickory Hardware 's Axis collection draws inspiration from modern archit Art Deco furniture styling with its recessed lines, refined contours and jewe The collection includes 96mm, 128mm, 4-1/2-inch and 5-inch center-to-ce satin nickel finish.



MAAX has launched its first bathroom vanity, Manhattan. The vanity is available in 24, 30 and 36 inches, in wenge or maple finishes. It features a tilt-out top drawer featuring a push-touch opening and a large drawer.



Cifial offers the Brookhaven collection, featuring the L-Spout Vessel Bowl. It comes in finishes such as polished chrome, satin nickel, polished nickel, distressed nickel, rough bronze, distressed bronze and aged brass. It is also available with a barrel, crown or crown cross lever handle.



The new Raindance Connect from **Hansgrohe** has a patented, plug-in system for conducting showerpipe, allowing the user to click the wand-like handheld showerhead onto the showerpipe to divert the water up through the pipe and into the showerhead. To use the handheld showerhead again, simply click the device out of the showerpipe. It is available in chrome and brushed nickel.

AEC Store Featured Product

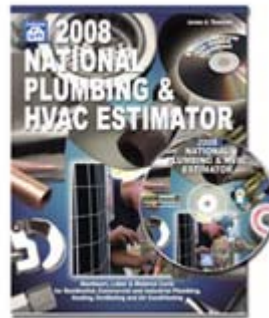
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