

cygnus

3/09

The leading business, design  
and product resource for  
the kitchen & bath trade

# Kitchen & Bath design news

## Integration Ideas

Integrating appliances into cabinetry can provide a  
wealth of creative design possibilities

Master Baths  
Get Dream  
Makeovers

Kitchen Water  
Centers Make  
A Stylish Splash

Great, Green  
Ideas: A Special  
Pull-Out Section

## Certification Awarded To Scavolini Group

**Montelabbate, Italy** — The Scavolini Group has become the first company in the Italian kitchen sector to obtain the OHSAS 18001 Occupational Health and Safety Management Systems Certification, the company announced.

The Scavolini Group, which comprises the two companies Scavolini and Ernestomeda, was honored for its safety-related factory operations and quality management standards, corporate officials said.

"The OHSAS 18001 certification denotes the strong commitment and deep awareness that the Scavolini Group puts into safeguarding the health and safety of its employees," the company said.

## Fortune Brands Posts Revenue, Income Declines

**Deerfield, IL** — Fortune Brands, Inc., parent company of Moen and several leading cabinet brands, has reported that net sales for 2008 were \$7.61 billion, down 11% from the previous year.

The publicly traded company, based here, last month cited "very challenging economic conditions" in



Sonia national sales manager Jody Rosenberg, left, stands with international sales coach Gerry Layo during the recent annual sales meeting of the Sunrise, FL-based manufacturer of bath vanities, storage solutions and accessories, held in Montego Bay, Jamaica. Layo spoke about successful selling strategies at the meeting, which included award ceremonies and product introductions. In addition, Martin Siwy was presented with Sonia's 'Above and Beyond Award,' and Gordon Bertrand of Tira International was honored as 'Rep of the Year.'

reporting its latest financial results, including income from continuing operations of \$164.6 million.

"In the most difficult and uncertain economy in decades, we're planning for the global economy to get worse before it gets better, and we expect the challenges of 2008 to continue throughout 2009," said Bruce Carbonari, chairman and CEO of Fortune Brands.

"Faced with the credit crunch, declining home values and rising job insecurity, consumers are being very cautious," Carbonari said.

Fortune Brands' home and hardware brands include Moen faucets,

as well as Aristokraft, Omega, Diamond and Kitchen Craft cabinetry.

## Educational Facility Opened by Cifal USA

**Norcross, GA** — Cifal USA, a manufacturer of plumbing and hardware products, based here, has opened Cifal Tech, a learning center that provides educational programs allowing manufacturers' representatives, showroom sales professionals and others to explore the technical aspects of installing Cifal products.

Located north of Atlanta, the

new 1,500-sq.-ft. learning facility is situated inside the company's new corporate headquarters. Among the programs to be offered are courses in faucet installation, designing custom shower systems, and Roman tub applications, corporate officials added.

"Cifal Tech offers several learning tracks with programs tailored to suit each participant's goals and knowledge level," said Jim Osborne, director of sales. "Participants will leave with a knowledge of our products work and the style options available."

Cifal's collections include faucets, custom shower components, bath accessories, and cabinet hardware.

Information can be obtained by contacting Cifal at (800) 528-4904.

## Dealers Awarded With Trip By Bertch Cabinet Mfg.

**Waterloo, IA** — Some 40 dealers associated with Bertch Cabinet Mfg. were awarded with a five-day trip for two to the all-inclusive Moon Palace on the Mayan Rivera.

The Waterloo, IA-based cabinet manufacturer awarded the dealers for achieving a series of sales goals.

Bertch has taken associates on incentive trips since 1989. Trips have included stays in Hawaii, and cruises to Jamaica, Cancun and Cozumel.