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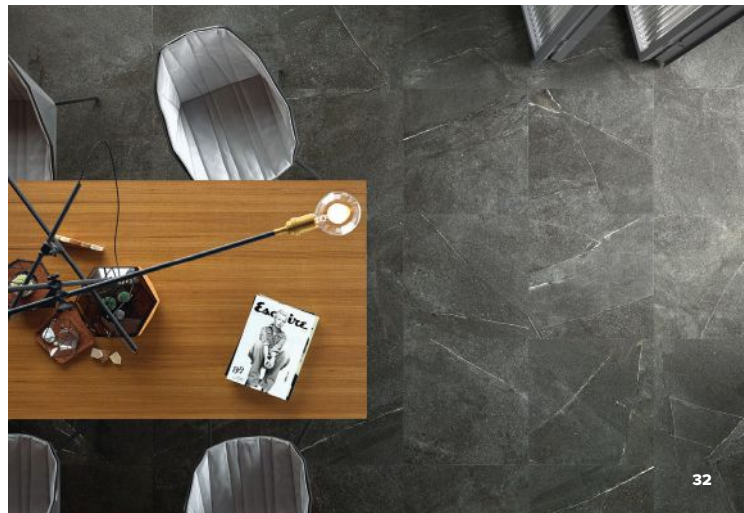
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Kitchen by Contramark Design  
Photo: Jason Roehner

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# BUDGET LIVING



**A designer (or was it an architect?)** once told me that everyone can use the assistance of a design professional, but those with small baths, oddly shaped kitchens, and spatial challenges need it even more.

It's a counterintuitive yet provocative theory that goes something like this: To maximize limited space, counteract low ceilings, and rectify odd configurations, homeowners need someone with the skills to conceive creative solutions.

For some designers, large budgets, unfettered material options, and boundless spaces are not conducive to creative work. They like the challenging projects. Even the venerable Frank Gehry, it's been reported, believes that what really inspires his work are limitations and constraints.

This month, we focus on the ultimate constraint: money. When there are limited resources for custom cabinets, stone finishes, sumptuous tile, and gleaming stainless steel appliances, a designer has to dig deep into his or her bag of tricks for creative solutions.

Our featured designers this month, the founders of Spazio Primario, use their artistic resourcefulness to execute budget projects that are just as stylish as any market-rate job—and they do it in one of the most expensive cities in the country, New York. The firm has good ideas for how you, too, can pull off this difficult task.

Our cover story further explores the topic of limited budgets. Affordable design is an important part of the industry, but, as our contributing writer found out, most designers don't charge adequately for the service, which is often tougher than you might imagine.

Finding really good affordable (and even market-rate) projects also is a tough assignment for our editors. Each month we do our best, but we believe you can help us. If you've completed a cool kitchen or bath project that you want us to consider, please send it our way. And if you want to contribute in other ways, you can do that, too. Drop us a note. The magazine is for you and about you, so this is your opportunity to help make it better.

**Nigel F. Maynard**

EDITOR-IN-CHIEF

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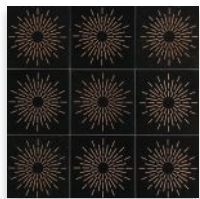


## PRIZER WORKS ACQUIRES KITCHEN HOOD VENTILATION COMPANY ABBAKA

**Prizer Works**, owner of Prizer Hoods and BlueStar, added one more brand to its portfolio of kitchen appliances: The company recently acquired Abbaka, a manufacturer of handcrafted custom range hoods.

“Abbaka has been delivering innovative products to the luxury home ventilation market for more than 30 years,” says Eliza Sheffield, president of BlueStar. “The Abbaka acquisition offers a valuable stepping stone in our journey to deliver best-in-class consumer experiences through high-performance, U.S.-handcrafted appliances.”

The Abbaka brand and name will remain intact, and the company will retain its leadership team during the transition. The Abbaka team will focus on driving national market growth for the brand.  
—*Amanda Hermans*



## WALKER ZANGER REVEALS NEW '20s-INSPIRED TILE LINE

**Walker Zanger's all-new Ellington collection** takes inspiration from the Art Deco-rich architecture of 1920s New York City.

The collection is named after jazz musician Duke Ellington and is an homage to the Jazz Age, a period of economic prosperity in the 1920s that saw the emergence of lavish hotels, luxurious restaurants, and vibrant music clubs. The same era also witnessed the development and rise of Art Deco-style design.

“Art Deco design employed metalwork in brass and chrome along with marble to create interiors of sophisticated luxury,” says Jared Becker, Walker Zanger vice president of design and marketing. “Walker Zanger interpreted these influences for a contemporary audience, allowing marble and limestone inlaid with metallics to take center stage.”

The collection offers several patterns in combinations of four different stone colors and three different metals. The “Empire” pattern is inspired by Art Deco hotel lobbies in the Empire State, while the “Swing” pattern is a reference to rhythmic jazz movement and dance. —*A.H.*



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# BOFFI INTRODUCES CONTEMPORARY KITCHEN BY LATE ARCHITECT ZAHA HADID

**High-end Italian kitchen and bath brand Boffi** has introduced a line of kitchen cabinets designed by the late pioneering architect Zaha Hadid.

Cove by Zaha Hadid Design features elements of the architect's signature style, including sleek outlines, smooth edges, and curvilinear geometry.

"Cove's evolutionary lineage is discernible through a re-visitation of Hadid's repertoire of projects, including the formal and linear compositions of the MAXXI Museum of Art in Rome and Cultural Center in Baku, as well as the innovations explored within the practice's experimental works investigating materiality and composition," the company says.

The customizable freestanding kitchen island includes a



sink, stovetop, drawers, and a snack area. It's available in two sizes and comes in finish options such as natural stone, wood, and Corian.

Hadid, who passed away in 2016, began collaborating with Boffi on the kitchen design in 2014.

—Nigel F. Maynard

## BRAZILIAN BRAND OPENS SHOWROOM IN MANHATTAN

**Ornare, a Brazilian company** specializing in customizable kitchens and baths, has opened its first New York showroom in the city's A&D Building.

Measuring 2,100 square feet, the showroom features collections by leading Brazilian designers such as Patricia Anastassiadis, Guto Indio da Costa, Marcelo Rosenbaum, and Zanini de Zanine.

In celebration of the opening, Ornare also presented the Wide Line Collection, a system comprising panels, supports, furniture, and shelves that can be configured to fit any bath or kitchen and conceal built-in appliances.

The New York location is the brand's third store in the United States. —N.F.M.



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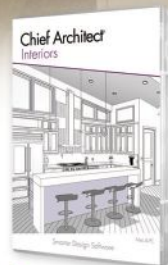
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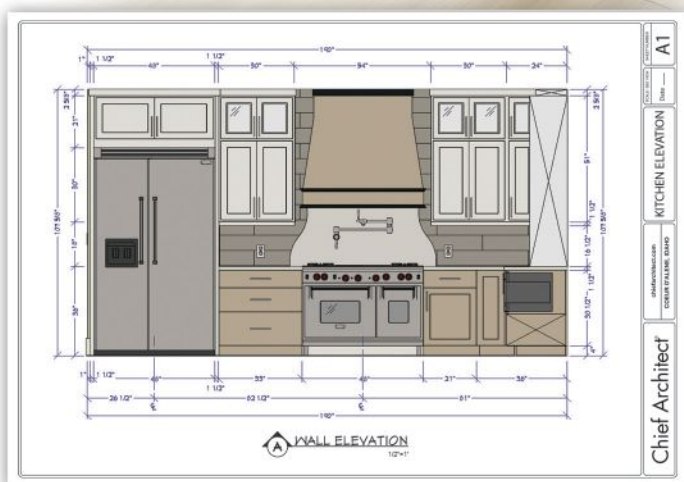
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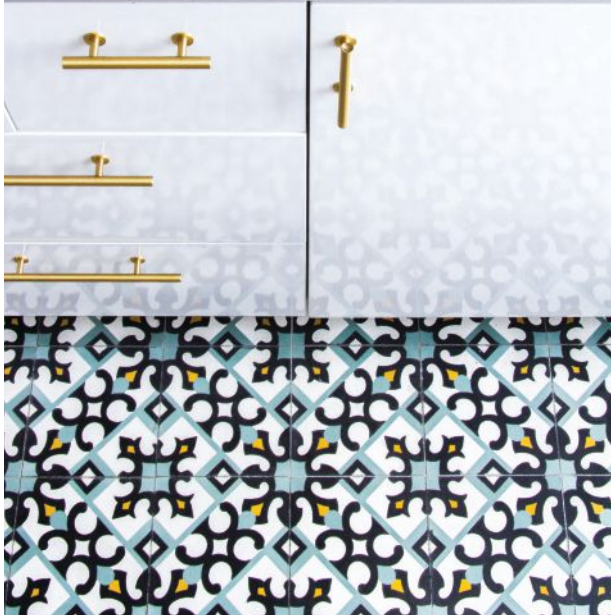
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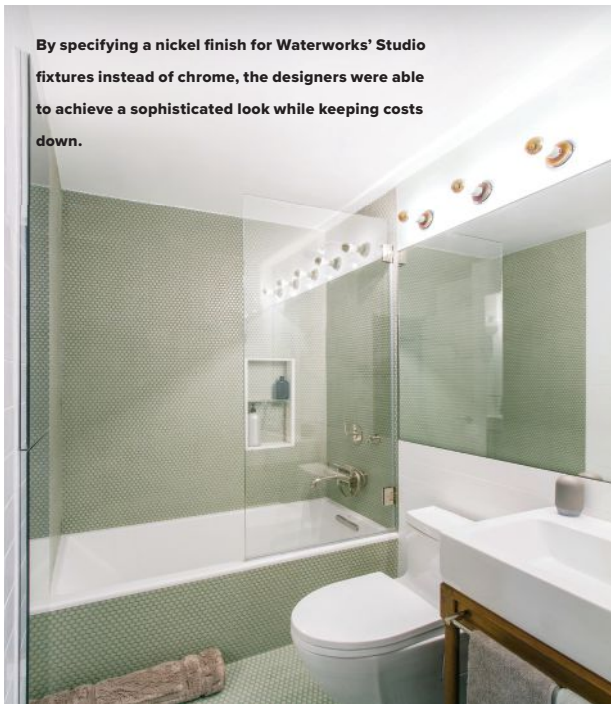


## Featured Designer

The designers chose to spend a big part of this kitchen's budget on bold, hand-painted Mexican tiles. Brass pulls on classic glossy white painted wood cabinets add a special detail.



By specifying a nickel finish for Waterworks' Studio fixtures instead of chrome, the designers were able to achieve a sophisticated look while keeping costs down.



Colorful penny tiles on the floor and shower/tub nook aren't very expensive, Valentini says, and they come in a range of colors.

# AFFORDABLE STYLE

## This Italian duo designs elegant kitchens and baths with modest budgets

BY KIM COOK

**Affordable kitchens and baths** can be a bland blend of basic fixtures and boring finishes. But skilled designers use their artistic prowess and resourcefulness to create rooms that have the style of a posh project. The Italian-born duo Virginia Valentini and Francesco Berganze are two such designers.

Founders of the firm Spazio Primario in New York City, both designers have an architecture background, working in big and small firms in Milan and New York before launching their practice.

A recent renovation of two bathrooms and a kitchen in an Upper East Side New York apartment is indicative of how the firm works. “For each bathroom, we used colorful penny tiles for the floor and shower/tub nook,” Valentini says. “These tiles aren’t very expensive, but they come in a range of beautiful colors and add warmth to the room. The other walls are plain, shiny white tiles that are also very affordable, but have an uncommon shape. They’re 4 inches by 16 inches, making them more visually interesting than regular subway tiles.”

Their projects often come down to choosing the less-expensive version of a top brand, like Waterworks, and choosing non-traditional finishes, such as nickel instead of chrome.

Brass is another design element the pair often incorporates to evoke a high-end look. “I love brass hardware,” Valentini says. “It’s something that doesn’t significantly change the reno budget, but



Francesco Berganze and Virginia Valentini

it can help give a unique and upscale look to an interior.”

They placed brass pulls on glossy white painted wood cabinetry in the Upper East Side project and added bold, hand-painted Mexican floor tiles. The resulting space is eye-catching yet relaxed and inviting.

Valentini and Berganze point to several ways designers can keep costs down without losing

style points.

“With low-budget lighting, it’s crucial that the fixture be very simple,” Berganze says. “You can get an inexpensive but nice wall-mounted bulb holder in metal or ceramic and use a carefully chosen light bulb. Schoolhouse Electric and Nud Collection have great solutions.”

“I’d suggest picking one element—an accent wall, the floor, a mirror, or the vanity—and investing a little bit more money on that,” says Valentini. “If you get something stunning that will capture attention, everything else can be more anonymous and low-profile.”

But don’t go too cheap. Berganze cautions that there are some limits on skimping. “I think it’s very hard to find affordable bathroom vanities that don’t have a cheap look,” he says. “This is an element that usually requires a little bit more research.

“And for the kitchen, I wouldn’t look for appliances in the cheapest range,” Berganze adds. “I’d recommend something a little more expensive, like Fisher & Paykel, Bosch, or KitchenAid, which guarantee a longer life.” ■



# CLEAN LIVING

**A New Jersey Colonial becomes a contemporary haven**

BY SHELLEY D. HUTCHINS

Glossy white tile bounces light around the spa-like bath, giving it a cheerful, bright feel.

Top right: A cluster of porcelain pendants illuminates a reclaimed wood dining table for a warm counterpoint to the minimalist kitchen.

Right: The client asked for two kitchen sinks—one on the island across from the stove for prep and a second next to the dishwasher for cleanup.

PHOTOS: COURTNEY APPLE





**Renovations often come with challenges**, but for this New Jersey project, it meant reinventing the entire essence of the house. For the homeowners and their three young children, transforming their compartmentalized Colonial involved much more than a new look. The clients embrace clean living and a modern aesthetic, so they wanted their home to embody those ideals as well.

Architect Michael Moritz, principal of Colonia, N.J.-based Stonewater Architecture + Interiors, listened to his clients and first suggested they tear down the 1960s home and start fresh. But the couple had already invested in significant second-floor alterations.

Instead, the architect began by eliminating the main level's interior walls and supporting the expanse with an exposed steel beam, creating the Manhattan loft aesthetic the clients desired. The steel beam frames the open kitchen in addition to setting the tone for adjacent areas. Charcoal cabinets echo the beam's dark gray finish, while glossy white countertops, walls, and island brighten the space. The high-contrast color palette also adds interest to the minimalist look, says designer Jenny Madden, of New York-based Jenny Madden Design. A 12-foot-wide-by-4½-foot-tall fixed glass window above the dishwashing station bathes the space in light.

"The house only had 8-foot ceilings," Moritz explains, "so I used some architectural tricks to make them feel higher."

Using an entire wall for glazing meant getting creative with storage. The wife avoids processed foods for her family of five, so she needed extra refrigeration space. Twin 36-inch Sub-Zero units—one fridge and one freezer—serve that purpose while providing a focal point for a wall of storage. Two refrigerator drawers increase fresh-food capacity even further. A walk-in pantry conceals a dehydration station along with containers of dried fruits, granola, and other homemade snacks. And rather than use the public-facing side of the island for seating, both sides offer easily accessible storage.

Enhancing the loft-like features and family togetherness, uninterrupted sightlines link the nearly 400-square-foot kitchen with the adjacent dining and living rooms. Other visual connections include gunmetal end tables matching the steel beam and cabinets. A similarly industrial-looking barn door made from riveted steel panels leads to a new addition just off the family room. Walking through the door, occupants reach a yoga studio after passing a bathroom suite with a roomy sauna.

"We wanted to bring organic elements into the space and maintain the atmosphere of peace that goes with the yoga studio," says Madden of the spa-like bath.

A freestanding soaking tub sits against a backdrop of faux wood tiles with a recessed niche running the width of the wall. Wood veneer on the floating vanity loosely matches the tile. Madden based the wood tones of the bathroom elements on the adjacent sauna. As in the kitchen, the designer generated interest and texture within the serene space by using natural wood finishes in contrast to the bright white fixtures. ■



# DESERT OASIS

Historic and modern combine for a kitchen transformation in Phoenix

BY KATY TOMASULO

Both sides of the home feature expanses of glass opening to outdoor living spaces.

PHOTO: JASON ROEHRER

**From the front,** Contramark Design and foundry12's gut remodel of a Phoenix historic district looks similar to the home's original 1930s façade. But move to the left or right and the modern rebirth is revealed in a sleek rectilinear rear addition of black steel and glass.

Inside, Contramark Designer and Project Manager Joel Contreras kept elements of the bungalow's historic charm—including exposed brick and wood floors—but he transformed the space into one that is open, airy, and flooded with natural light.

Nowhere is the lofty feel more evident than the kitchen, where a previous 100-square-foot addition had done little to improve the uninviting, walled-in vibe created by low ceilings and dated cabinetry.

Though largely the same footprint, the new kitchen is hardly recognizable, highlighted by vaulted wood ceilings and tall American walnut cabinets.

Down the center, a Carrara marble island provides the primary counter space and congregation area while defining a circulation path and a visual cue through to the rear of the home.

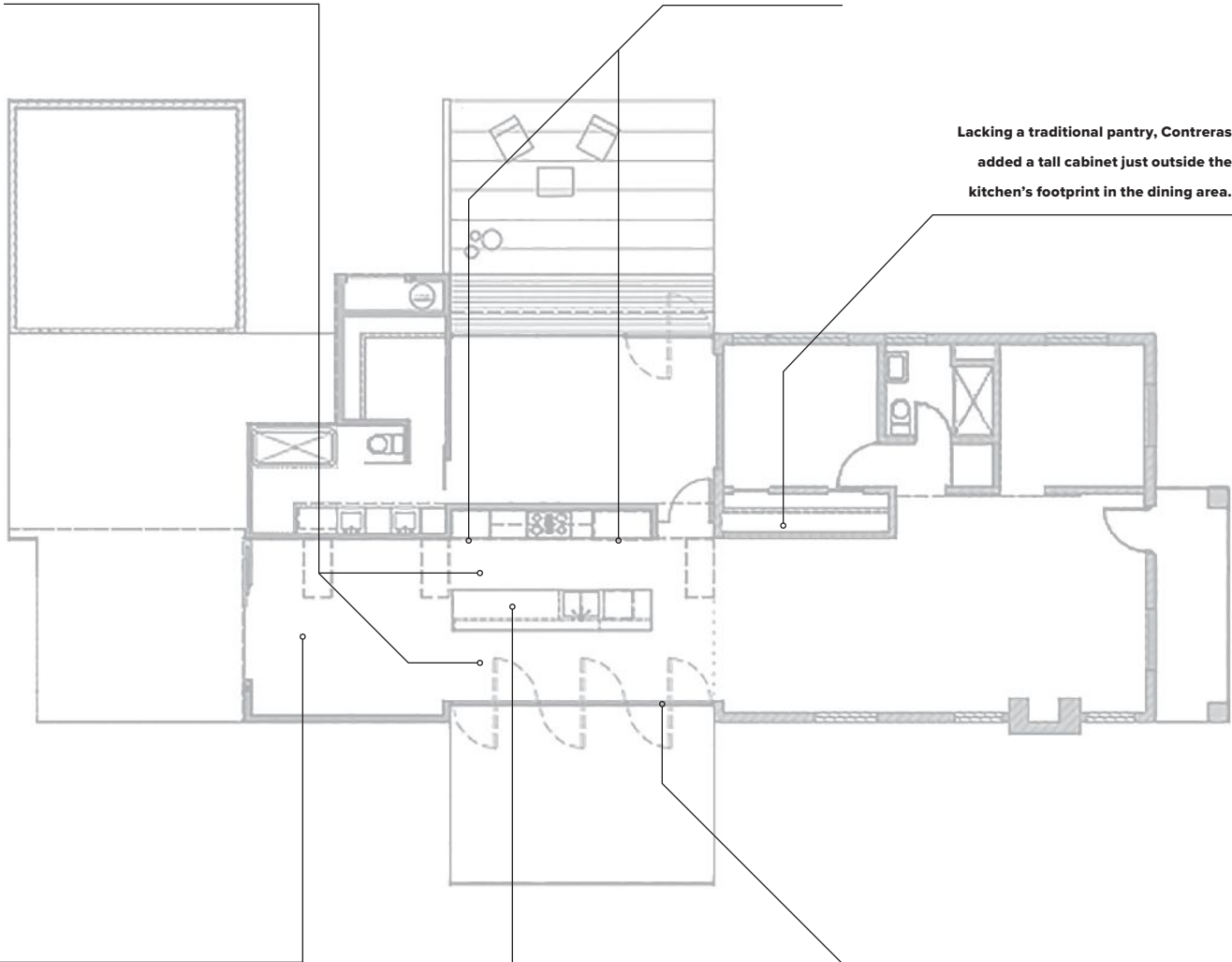
Contreras knocked down partial walls to the front and back of the room and, most dramatically, opened up the side with expansive pivoting glass doors leading to a deck and yard. It's an effect that's mirrored in the master bedroom on the opposite side of the house.

The resulting space embraces today's lifestyles without forgetting its origins. "We love the contrast of historic and modern," Contreras says. "I love red brick, and I love the craftsmanship we had on the homes of the '20s and '30s. Why can't it have both—the sleek modern addition with the red brick bungalow?" ■

The recessed lights are adjustable and dimmable. The skylights have a copper-like tint to avoid making the kitchen too warm.

Air vents are concealed behind American walnut.

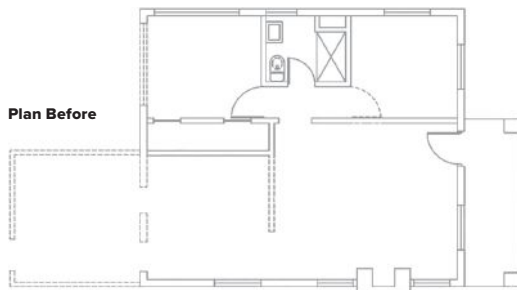
Lacking a traditional pantry, Contreras added a tall cabinet just outside the kitchen's footprint in the dining area.



Contreras created the unique concrete flooring by adding a custom aggregate blend and then grinding down ¼ inch to expose it.

The island, topped with Carrara marble, houses additional storage.

Large, custom pivoting glass doors with muntins provide a seamless visual and physical transition to a side deck.



- RESOURCES**
- Appliances:** Thermador
  - Cabinetry:** Custom
  - Doors:** Custom
  - Faucet:** Brizo
  - Lighting, pendants:** Tom Dixon
  - Lighting, recessed:** Bazz
  - Pot Filler:** Kingston Brass





Choosing mid-priced established plumbing brands such as Moen (shown here) is one way to help minimize costs for a bath remodel, designers say.

# BALANCED BUDGETS

## Creating stylish and affordable kitchens and baths requires ingenuity and planning

BY ALICE LIAO

**It is said that one of the true tests** of a designer is working within tight constraints—be they space or budget. But most designers don't charge adequately for budget-friendly kitchens and baths, says Cheryl Kees Clendenon, owner of In Detail Interiors in Pensacola, Fla. Projects that do more with less require real expertise, experience, and ingenuity, all of which should be weighted accordingly. With proper compensation, affordable projects can prove as rewarding as they are challenging and seriously test a designer's mettle.

One of the most important things a designer can do when undertaking such a project is to be honest with the client about the limitations of his or her budget. Does it need a complete remodel, or is a simple facelift sufficient? "I've talked myself out of many jobs because of a lack of budget," says Clendenon. "Or instead of a remodel, I'll suggest other ways to freshen up their kitchen, depending on the property."

Some strategies for keeping costs down are evergreen, such as designing within the existing layout or keeping the plumbing and appliances in (or close to) their original locations. "Moving plumbing tends to get expensive," says interior designer Shea Pumarejo, owner of San Antonio-based Younique

Designs. "Electrical is a little easier but still adds cost."

Similarly, avoid replacing an electric range with a gas one. The cost of installing a gas line can vary wildly, depending on the size of the line, its distance from the main supply, and ease of installation. "I've completed projects [where that expense was] as low as \$200 and as high as \$1,200," says designer Kelly Morisseau, CMKBD, of MSK Design Build in Walnut Creek, Calif., and author of the blog Kitchen Sync.

### Replace or Refresh

New cabinets are typically the big-ticket item in a kitchen remodel, but replacing them may not always be financially feasible or even necessary. In some cases, a change of hardware, a fresh coat of paint, or new cabinet doors and fronts may just do the trick. Alternatively, swap out the upper cabinets if the base units are in good shape (and vice versa) and substitute with open shelving to further cut costs. Designer David Stimmel, owner of Stimmel Design Group in Ambler, Pa., saved clients approximately \$5,000 by repurposing some of their existing cabinets to create a new island. "We only had to fabricate four new cabinets," he notes.

If a complete redo is in order, opt for stock cabi-





Stock cabinets painted on-site, stainless steel shelves, and bright colors imbue this budget-friendly kitchen by Cheryl Kees Clendenon with verve and style. Top right: The Trinsic Pro faucet from Delta is another example of a midrange fixture that combines quality and style. Bottom right: Choosing a laminate countertop in a fun, graphic design, such as Wilsonart's Tweedish, not only saves expense but also adds visual interest.







netry and minimize customization. Performance can vary, so “make sure you select a quality cabinet in terms of its construction and finish,” says Gloria Graham Sollecito, AKBD, owner and designer at West Palm Beach, Fla.-based Artful Kitchens. Look for plywood or good-quality MDF boxes with side panels that are a minimum ½ inch thick, she notes. Framed cabinets should have a solid wood front frame. Check showroom samples for off-gassing, cracks, and separation.

For small apartment kitchens, Clendenon has purchased unfinished stock cabinetry and had them painted separately. “It’s not going to produce the same factory-finished look,” but does allow the freedom to choose custom colors that might otherwise be cost-prohibitive if done through a cabinet dealer.

In some markets, seeking out a local cabinetmaker may be more economical, but it requires research if you don’t already have a regular go-to. Ask about ways to lower cost and supply a complete set of drawings that are “dead-on” precise, especially if dealing with someone new, says Clendenon. Not all cabinetmakers have experience working with a designer, so be explicit about your expectations, provide guidance, and monitor their progress regularly.

For clients with a DIY streak, there’s also the possibility of ready-to-assemble cabinets. “This is a DIY culture we live in, whether you like it or not,” says Sollecito. “You have to indulge that to some extent,” but designers should make sure that those willing to expend a little elbow grease understand their own limits and know when to seek assistance from a professional.

#### **Appliances: New or Secondhand**

New appliances can cost a pretty penny, so go with a midrange brand, such as GE, Samsung, or LG. Shop for discounts on floor, discontinued, and open-box models at big-box retailers and appliance stores. If your client is in the market for a suite, inquire about special package deals that throw in, say, a free dishwasher or vent hood with a purchase of a range and a refrigerator, advises Pumarejo. Scratch-and-dent stores may also yield bargains for clients unfazed by minor surface damage.

Working with an extremely lean budget? You may want to try your luck on Craigslist and eBay, where new, used, and reconditioned appliances with mid-market and high-end brand names are available at a fraction of store prices. These sites are particularly good resources for secondhand ap-

pliances, which Stimmel has used to furnish his own kitchen and that of his clients with much success.

“I had a customer who wanted to do a kitchen with a 48-inch range for \$30,000,” he recalls. Rather than spend \$11,000 on a new range, they searched online and settled on a second-hand 48-inch Thermador for \$2,500. Repairs to a bent leg cost an additional \$100. Stimmel adds, “At the time, the customer was furious about it, but a year later, she was happy she had done it.”

Businesses that service and recondition high-end appliances provide another resource, especially for clients who covet a luxury brand. However, even when heavily discounted, products can still be pricey. Stimmel found refurbished Aga cookers in the Lancaster, Pa., area for roughly \$5,000.

#### **Surface Strategies**

New countertops can also eat into a budget. To mitigate cost, suggest an entry-level granite or a laminate. The latter now offers realistic wood and stone facsimiles, but the smarter bet may be a bright graphic print to inject a punch of color and fun. “You embrace the material and the budget,” Clendenon notes. “If you’re doing a budget-friendly project, don’t try to make it look like something that’s super-expensive.”

Save the fully tiled backsplash for the area behind the range. Everywhere else, keep the tiling to just 2 to 4 inches above the counter and paint the rest a flattering color. Morisseau notes that today’s wall finishes are more durable and less susceptible to water but still suggests using “a fairly decent paint.” Paint also provides an easy way to add interest to uneven walls, which are common in older homes and difficult to tile.

For flooring, vinyl has come on strong as an affordable alternative to hardwood and encompasses a wide range of looks. Inexpensive laminate is also available in faux wood styles. However, if hardwood is a must and your needs are modest, you may luck out by checking in with a local mill about remnants.

#### **Plumbing Saves**

In bathroom remodels, choosing a well-established mid-market brand, such as Delta and Moen, can minimize cost. Spend a little extra on items such as a shower pan, shower valves, and a toilet, which will help prevent expensive repairs in the future.

For faucet bargains, visit a local plumbing supply house with a dedicated section for unsold display or discontinued models. “You’re paying a heavily discounted price,” says Stimmel. “Typically, the



PHOTO (FAR LEFT): GREG RIEGLER



## Affordable Design



Kitchen faucets, such as Delta's Esque, add convenience and a chic, modern sensibility without breaking the budget.



Reusing cabinets in good condition can save a bundle. In this kitchen remodel, David Stimmel repurposed old upper cabinets into a new island.

models have all their parts, and if they don't, they're easy to get online." If upgrading a lone showerhead, Sollecito suggests a showerhead and handshower combination that will attach to a single outlet.

When possible, avoid removing the tub and converting the alcove into a walk-in shower, which can run up costs for demolition, construction of floor and walls, and waterproofing. Instead, refresh the tub area with new tile and an old tub by refinishing it or repairing any chips. Also, skip the glass doors and go with a shower curtain.

### Shopping Smart

Splurge on bathroom floor tile but stick to basics for the tub and shower area. The former is much more visible and the square footage modest enough that it probably won't break the bank. Clients, however, may balk at the price if presented in terms of cost per square foot. Instead, Clendenon suggests quoting them the total amount. A splurge-worthy, decorative tile in the shower niche "will give you pleasure when you see it every day," she adds.

Knowing the exact square footage of the bathroom floor is critical when shopping for bargains. Tile stores often have heavily discounted boxes of remnants that may be sufficient for a bathroom floor. A mass-market tile retailer, such as Floor & Décor, often has a broad selection of affordable tiles, but don't send your clients alone. The abundance of product can be overwhelming, and "you have to know what you're looking for," says Sollecito.

### Vanity Options

Several manufacturers, such as Hardware Resources, offer budget-friendly furniture vanities with a coordinating countertop, sink, and even accessories. If your clients are open to a more streamlined and trendy aesthetic, suggest installing open shelving. One-of-a-kind vanities can also be created by converting old tables and chests-of-drawers, but make sure the units have hardwood tops and are intended for adult use. Stimmel notes, children "typically will leave standing water."

Finally, not all vertical surfaces in the bathroom require tiling. Non-woven wallpaper, paint, and artwork are also good options.

In the kitchen, "think about trying to make the design striking and colorful," says Clendenon. "No one will notice that the cabinets or countertops aren't top-of-the-line. Everyone will just look at the overall kitchen and see what a bright, fun space it is." ■

PHOTO (BOTTOM): CHARLES MEACHAM

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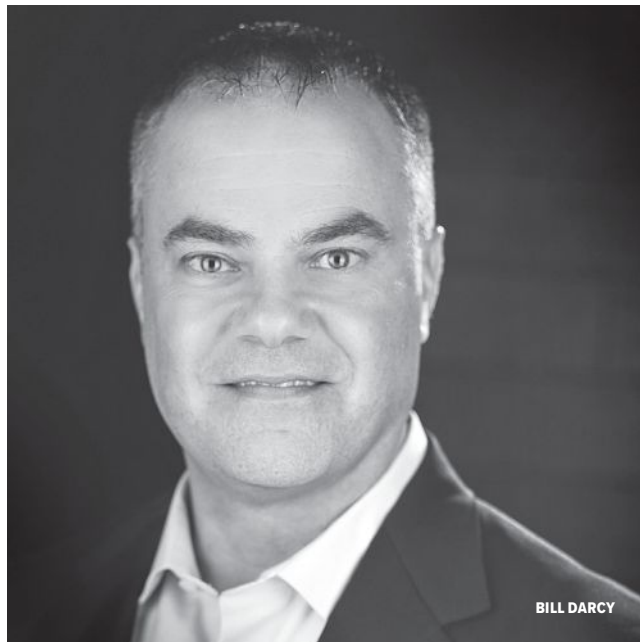


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# A MESSAGE FROM THE NKBA CEO



BILL DARCY

**As we head into the fall season,** NKBA is ramping up for our industry’s premier event: KBIS 2018, set for Jan. 9 to 11 in Orlando, Fla. We’re lining up a slate of great speakers, informative workshops, and interactive labs—and terrific parties, too.

For the fifth year, NKBA will co-locate with the National Association of Home Builders’ International Builders’ Show (IBS) for Design & Construction Week. All attendees will have access to both shows, featuring an unprecedented number of resources, vendors, and merchandise across all areas of remodeling, design, and building. KBIS alone will showcase more than 600 exhibitors—including 100 new companies—and will welcome back major players like Samsung, Jenn-Air, and Miele.

We encourage you to visit [kbis.com](http://kbis.com) or [nkba.org](http://nkba.org) to register early. The association has negotiated travel discounts and secured a limited number of reduced-rate hotel rooms, available on a first-come, first-served basis.

New at KBIS 2018 will be a pavilion for the American Society of Interior Designers (ASID), joining the Custom Electronic Design & Installation Association (CEDIA) Technology Solutions pavilion on the IBS floor. KBIS’ popular outdoor pavilion, featuring products and design con-


centrated on outdoor cooking, will be back. NKBA will have two booths at this year’s show, one introducing our improved website and the other dedicated to students and Millennials. As part of our drive to build membership among up-and-coming professionals, we’ll bring our Thirty Under 30 winners to the show, offering them networking opportunities and providing exhibitors access to the industry’s next generation of talent and leadership.

Our Voices from the Industry conference will again feature a robust lineup of business leaders sharing their expertise to help you build your company, implement best practices, and much more.

With so much opportunity to invigorate your business and network at KBIS and other NKBA events, it’s a great time to take advantage of all your association has to offer—and encourage colleagues and peers to join as well. For more on the benefits of membership, see page 28.

Finally, nurturing that next generation of talent starts long before young professionals are eligible for Thirty Under 30 honors. In this issue, we’re proud to unveil our enhanced Affiliated Schools program, collaborating with colleges, technical institutes, and specialized high schools.

Here’s to the future! **NKBA**



Build  
Mold  
Flow  
Craft  
**Forge**  
Sharpen

**MORE THAN THE HOTTEST LOOKS.  
MORE THAN AN ASSOCIATION.**

Looking current is only the beginning. Learn to effortlessly blend functionality and style. Opt for environmentally friendly installations and avoid unwelcome surprises. An NKBA membership keeps your career at a boil and gives you the tools to build exceptional designs.

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ASSOCIATION



# HEARING VOICES

**WITH SO MANY INFORMATIVE SESSIONS ON TAP DURING KBIS, IT'S AS MUCH ABOUT LEARNING AS IT IS ABOUT SHOPPING. HERE'S HOW TO MAKE THE MOST OF YOUR SHOW EXPERIENCE**

By Dianne M. Pogoda

**Talk about lots of options.** KBIS 2018 is brimming with classes, discussions, workshops, and interactive labs all designed to help attendees build their businesses, enhance skills, and develop business strategies.

The show's leading showcase for learning, Voices from the Industry (VFTI), will feature a vigorous 80 sessions over the three show days, Jan. 9, 10, and 11, plus additional certification exam prep classes and weighted courses for earning credits toward certification on Jan. 8.

The presentations are grouped into five themes: Design, Grow Your Business, Management, Customer Service, and Kitchen and Bath Specialty Training. Formats for the presentations vary—some are traditional speaker-led talks while others are interactive participatory experiences. Many of the sessions feature innovations in products and technology, others present case studies and data culled from research into current trends and consumer dynamics, and still others offer strategies for using social media and electronic communication to enhance the reach and promotion of the business.

VFTI sessions are all one hour long, and each is led by an expert in one of the many fields of kitchen and bath design: manufacturing, retailing and marketing, independent consultants, or leading professionals in business strategy. Professional Development courses are two hours, and the exams are three hours. The sessions count toward continuing education units in the certification process as well.

To attend any session, attendees must sign up for the Voices from the Industry conference, either during the registration process online

or on site. All information and procedures are available on [kbis.com](http://kbis.com).

The five arenas will cover a plethora of topics within each subject area. Among the highlights that will be covered in the Design category are macro trends in materials; designing smart kitchens; understanding and designing for small spaces; use of artisans in the design process; maximizing your showroom space; the latest trends in color; balancing luxury and budget; integrating technology and creativity; and addressing the universal design needs of clients of all ages and physical capacities.

Grow Your Business sessions will address such topics as how mobile and internet technology are changing marketing for the industry; asking smart questions in the initial stages of the interview process; closing the sale; understanding true luxury and its value in design; enhanced marketing in traditional and new media; strategic planning; understanding the new customer; optimizing your website; photography and visual presentations; and increasing your social media following.

Customer Service tackles subjects including communication; timing on the job; dealing with prickly clients; the art of the “first meeting;” and the importance of follow-through to build long-lasting relationships.

Specialty Training classes cover specific segments of the business with an eye toward improving technique and the use of specific materials including lighting, surfaces, and fixtures; incorporating sustainable products and design into projects; and designing healthy homes.

Under the Management banner, look for discussions on subjects in-





cluding effective leadership; employee engagement; motivation; steering through a crisis; understanding estate planning, taxes, and exposure to lawsuits; pricing strategies; understanding net profit; the subtleties of expanding the business to include outdoor design concepts; and achieving marketing goals.

Sales professionals looking for new opportunities and lines to represent might find them at the NKBA SHARK! Breakfast on Thursday, Jan. 11. This event brings together manufacturers in need of representatives and hungry representatives looking for manufacturers. It provides a forum in which to network in person, discuss résumés, see what companies are looking for, and explore potential working relationships for possible career positions. The breakfast takes place from 7:45 a.m. to 10 a.m. Bring plenty of business cards!

Additionally, on Monday, Jan. 8, the day preceding the expo, NKBA is hosting six learning courses and prep sessions for designers who want to sit for the Associate Kitchen and Bath Designer or Certified Kitchen and Bath Designer exams. The learning courses include:

- The use of interactive technology in design renderings;

- Advanced lighting design and installation;
- The emerging trend of the kitchen as a living room, its implications for designers, and how to apply specific design components to representative kitchens;
- Going beyond design to put a monetary value on creative skills and capitalizing on specialized skill sets.

Achieving certification in kitchen and bath design is an important milestone in career development and advancement. Certified designers are more apt to find quality employment, increased income, and wider media exposure over non-certified competitors. These refresher courses are two hours and instructor-led, providing key concepts including NKBA guidelines, sample questions, and tips and best practices for taking the exams. The prep sessions are great final reviews before taking the on-site exams in the afternoon at KBIS, immediately following the course.

Full descriptions of the sessions, details on locations, and information about instructors are all available at [kbis.com](http://kbis.com); click on “Learning,” then select “Voices from the Industry Conference” or “Professional Development Courses.” **NKBA**



# WHAT'S IN IT FOR ME?

HERE'S WHY IT PAYS TO  
BE AN NKBA MEMBER



By Loren Kessell

**There's a lot at stake** in today's bustling, highly competitive business world, and companies need every advantage to help them stand out from their peers in an environment of never-ending communication.

Part of NKBA's mission is to provide its members with helpful resources and tools to strengthen their careers and businesses, and the association is continuously upgrading its member services. This will include a new website, with enhanced and more user-friendly features, set to be unveiled in time for the 2018 Kitchen & Bath Industry Show.

Two keys to maximizing membership benefits are learning and networking. Member companies and individuals have access to targeted educational opportunities—including certification programs that increase earning potential—as well as powerful networking with industry leaders, discounts on valuable products, perks at KBIS and other NKBA events, and full access to NKBA's website.

On the networking side, another advantage of membership is finding other NKBA members in related fields—designers working with dealers, skilled craftsmen working with designers and retailers, and designers connecting with installers and other trade professionals. When members connect with each other, they can build relationships with individuals or companies in different segments of

the field as well as build their own businesses. NKBA encourages its members to recruit other design and remodeling pros to forge stronger enterprises within the community.

## COMPANY BENEFITS

Reaching consumers is key for any business, and NKBA's ProSearch tool makes it easy for potential customers to locate professionals. Consumers enter their ZIP code and receive a refined list of local companies, designers, and craftsmen. Members have access to the NKBA logo to add to their company websites so consumers can see the affiliation—which carries weight in the design world. The ProSearch feature will be improved and easier to use with the new website.

Member companies can add employees to their membership rosters at no additional cost and may post job listings to find potential hires from among a focused pool of qualified professionals. Plus, they can become continuing education unit (CEU) providers to offer CEU credits to members maintaining certification.

## CERTIFICATION

Some members join NKBA to take their careers to the next level by becoming certified designers. These members sit for their Associate Kitchen & Bath Designer (AKBD) exam after completing a specified number of hours of study in a rigor-

ous—and highly respected—curriculum. Only NKBA members may take the AKBD exam, as well as the subsequent Certified Kitchen & Bath Designer (CKBD) and Certified Master Kitchen & Bath Designer (CMKBD) exams.

The association offers flash cards and practice tests to help members study, and most NKBA chapters hold exam study groups to prepare their members for testing. Certification offers members extra credibility, and consumers perceive certification as value-added and meeting the highest standards in the industry.

## CHAPTER BENEFITS

Besides NKBA's national office, there are 70 chapters throughout the U.S. and Canada. This extensive chapter network brings topics from the national to the grassroots level. Members can take advantage of special pricing for meetings and events, and they can run for chapter officer positions to further their leadership skills. Chapters schedule innovative sessions, which also serve as networking opportunities. For certified members, these meetings often have an educational component and can count toward CEUs.

Member companies often offer their spaces to chapters for events, where attendees can see different showrooms and products, and meet new faces. It's a bonus marketing



opportunity for the companies and dealers.

Unlike many other trade associations, there is no separate charge for local chapter level membership; at NKBA, national and local membership is all rolled into one fee.

#### **THE KITCHEN & BATH INDUSTRY SHOW (KBIS)**

NKBA serves its membership all year long, but its premier event of the year is the Kitchen & Bath Industry Show (KBIS). Members enjoy discounted registration rates leading up to the show. Attendees have access to the popular Voices from the Industry (VFTI) series, explore the latest products and trends on the show floor, and expand their knowledge with NKBA show-exclusive courses. Members can apply to be VFTI speakers and may enter the Professional Design Competition to showcase their portfolios and win cash prizes.

NKBA will continue to work toward serving the best long-term interests of its membership and ensuring the health and prosperity of the kitchen and bath industry. Being a part of NKBA means having access to the most up-to-date kitchen and bath information and top-notch networking, and to an association that wants to provide its members with the best possible experience so individuals, companies, and the industry can grow and thrive together. [NKBA](#)

# THE NEW DEAL

## **THE NATIONAL KITCHEN AND BATH ASSOCIATION IS REVAMPING ITS AFFILIATED SCHOOLS PROGRAM**

By Dianne M. Pogoda

**Cultivating the next generation** of design and remodeling pros is the only way to keep the industry thriving—and to ensure that homeowners of the future will have access to outstanding design in functional, sound, and smart kitchens and baths.

NKBA has been instrumental in promoting education at the post-high-school level—whether at a college, university, trade school, or technical institute—for years. The association has helped these institutions prepare thousands of students for careers in the kitchen and bath industry, and set them on the path to certification in kitchen and bath design. This extensive outreach program is evolving with the industry, and the organization will provide a new and enhanced process to better serve the needs of students, educators, schools—and, ultimately, the industry's long-term health.

The new NKBA Affiliated Schools program will continue to promote the highest standards of education in these disciplines and to bring out the best in aspiring young professionals. The program will phase in over the next 18 months, with some elements available immediately. Schools and students can sign up for the program at [nkba.org/affiliatedschools](http://nkba.org/affiliatedschools) or [nkba.org/affiliatedstudents](http://nkba.org/affiliatedstudents).

These schools will have access to an official web presence, including a profile page for the school on the NKBA website plus the NKBA Affiliated School logo for their own website; access to an online community tailored to educators with discussion forums, lesson plan repositories, best-practice guides, curriculum, and other resources; and access to an online forum to network with other educators who are preparing students for careers in design and related fields. They'll also be able to access an internship portal, attend educator-focused in-person forums and virtual meetings, and have access to mentoring by experienced program coordinators.

Financial benefits to participating schools include free NKBA membership for the school

and its educators, discounts on NKBA Professional Knowledge publications, professional review of two student drawing samples annually at no charge, and discounts for KBIS.

Additionally, educational institutions that are designated as Founding Member schools—the early participants, currently NKBA Accredited or Supported—will also receive free or discounted student-version design software and student chapter funding, and fees will be waived for educators taking the Associate Kitchen and Bath Designer (AKBD) exam. Fewer than 50 institutions will be entitled to Founding Member status.

Students at affiliated schools reap big benefits, too. They get free NKBA student membership, a free KBIS Expo pass, access to online internship and mentorship matching centers, professional coaching webinars, and other online programs. Student members are also eligible to enter the NKBA Student Design Competition and other contests, will have a web page on which to build their student profile and begin showcasing their work, and will receive discounts on NKBA Professional Knowledge publications.

Students at Founding Member schools are also entitled to a one-time waiver of the AKBD exam fees, and they'll be able to take the exam prior to graduation; NKBA will acknowledge two years of industry experience for program graduates, and they'll have access to free or discounted student-version design software and student chapter funding.

As an expanded element, NKBA will be reaching out to students and faculty at vocational-technical schools, as well as traditional high schools, as part of the organization's drive to bolster training in the skilled trades as an alternative to a classic college education.

The NKBA Affiliated Schools program will continue to be an important resource for students and educators alike, and is the premier way to keep the school curriculum up-to-date and relevant for the future of the industry. For more information, visit [nkba.org](http://nkba.org). [NKBA](#)



# TOPS ON TOP

Cindy Crawford on Silestone Countertop






Color:  
Eternal Calacatta Gold



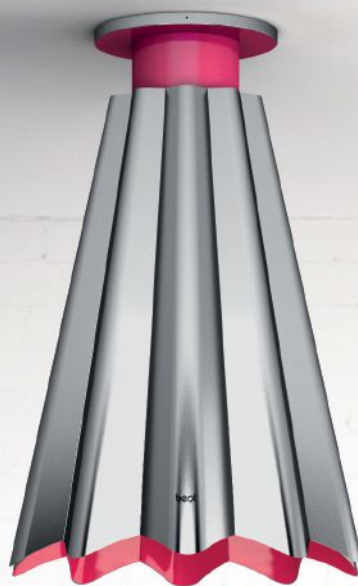
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# BEST RANGE HOODS



The manufacturer's 2018 collection of Italian-designed range hoods includes the Baroque-style Puddy. It has an adjustable LED light, allowing homeowners to change the appearance from warm to cool, and a remote control.

[bestrangehoods.com](http://bestrangehoods.com) / CIRCLE 851



# NEXT FLOOR

While wood remains popular, ceramic is nipping at its heels

BY ALICE LIAO

## **COLORKER**

White marble may be all the rage, but manufacturers are making stone-look porcelain flooring in a variety of colors and designs. Madison (shown in Grafito) offers five sizes, ranging from about 12 by 24 inches to 24 by 48 inches.

[colorker.com](http://colorker.com) / **CIRCLE 852**

## **ARMSTRONG**

Vivero luxury vinyl planks with Diamond 10 are water-, stain-, and scratch-resistant, making them ideal for kitchens. Available in a variety of wood-look effects and widths, the 48-inch-long planks feature surfaces toughened with diamond particles.

[armstrong.com](http://armstrong.com)

**CIRCLE 853**



## **HAVWOODS**

The Hand Grade Collection comprises prefinished engineered wood planks up to 13 feet long and 18 inches wide. Available in eight finishes and a choice of a smooth or textured surface, each features a 6-mil wear layer of European oak, a WBP core, and a European oak base. [havwoodsusa.com](http://havwoodsusa.com) / **CIRCLE 854**







#### MANNINGTON

The Revive luxury vinyl sheet collection consists of three series: Lattice replicates the look of classic white marble in a basket-weave design, Hive boasts hexagonal limestone tiles, and Deco (shown) is inspired by encaustic motifs. [mannington.com](http://mannington.com) / **CIRCLE 855**



#### CASAINFINITA

Developments in high-definition scanning and printing technology are creating ever-convincing wood-look porcelain floor planks, such as Autumn, which is available in a 10-by-39-inch format and a 3-by-20-inch bullnose. It comes in five colors.

[en.casainfinita.com](http://en.casainfinita.com)

**CIRCLE 856**

**With white cabinets** and white (or gray) counters still popular with homeowners, flooring is emerging as one way to infuse a kitchen with warmth and personality. Hardwood remains the perennial favorite, especially as boundaries disappear between kitchens and other living spaces. But wood- and stone-look porcelain and luxury vinyl are also gaining ground and giving Mother Nature a run for her money.

Although kitchens can be hard on wood floors, demand is strong. Even in areas where humidity once deterred installation, such as Florida, homeowners are turning to engineered wood, which is more dimensionally stable. As Dan McMillan, managing director for Carlisle Wide Plank Floors, notes, “We’re starting to see that market growing.”

In terms of wood species, “white oak is still king of the hill,” McMillan says. “We also do a lot of American walnut and hickory.” In keeping with cabinet trends, wood stains are moving toward warmer mid-tone grays, which “[lets] the wood be wood,” or lighter, clear finishes with a hint of white pigment, he notes. In contemporary environments, some designers are going for more contrast with floors in black or deep Kodiak brown.

To showcase the beauty of timber rather than its joints and seams, manufacturers are producing longer and wider planks. While mass-market products typically range from 2¼ to 5 inches in width and up to 7 feet in length, Carlisle is doing brisk business in the 8-inch width, with 10 inches a close second, and offers planks up to 12 feet long.

For people who like wood flooring but not its expense or upkeep, some are trying luxury vinyl, a budget-friendly, fuss-free alternative available in multiple plank sizes; it replicates hardwood in both appearance and surface texture.

“Manufacturers are now offering it in a waterproof version,” a boon for kitchen use, says designer Ann Porter, principal of Naples, Fla.-based Kitchen Studio. Moreover, compared to porcelain, vinyl is warmer underfoot and objects dropped on it are less likely to break.

Manufacturers fabricate the vinyl planks in a wide array of wood species, formats, and finishes, allowing ample opportunity for personalization. In Armstrong Flooring’s Vivero collection, for example, planks of different widths and colors can be combined to “create truly unique designs,” says Jeanette McCuaig, principal designer for Armstrong Flooring. The collection also includes herringbone and reclaimed or rustic designs, which McCuaig says are selling well.

When it comes to luxury vinyl, it’s important to choose a quality brand, as wear layers can vary in thickness from 4 mil to 20 mil and, thus, impact durability. Anything less than 6 mil is not recommended for kitchens, says McCuaig. For added toughness, products may have top layers that incorporate additives, such as aluminum oxide. Armstrong’s Diamond 10 technology, unveiled earlier this year on its vinyl sheeting



**CROSSVILLE**

Nest is a porcelain collection featuring 3-by-15-inch, 6-by-36-inch, and 8-by-36-inch planks that mimic the look of oak and olive wood in a variety of colors. The line also includes mesh-mounted 1-by-6-inch mosaics configured into a 12-by-12-inch parquet-inspired pattern. [crossvilleinc.com](http://crossvilleinc.com) / **CIRCLE 857**



and luxury vinyl, beefs up scratch and stain resistance by infusing the vinyl with cultured diamond particles. The company plans to introduce the technology in hardwood later in the year.

For a harder surface, wood-look porcelain tile continues to capture market share with convincing depictions increasingly indistinguishable from the real thing. The planks come in multiple lengths and widths, but “6-inch-by-36-inch and 8-inch-by-48-inch tend to be the most prevalent sizes,” says Brook Cumorich, vice president of sales for Tithof Tile & Marble, a stone fabricator and tile retailer in Northbrook, Ill. Grayed, whitewashed, salvaged, and aged-wood effects abound in porcelain, as do chevrons and herringbone for those who desire a little more drama. Crossville’s Nest features a porcelain take on wood parquet.

According to Ryan Fasan, technical consultant and speaker for Tile of Spain, the high level of realism results from advances in high-definition scanning and printing, including the ability to apply glazes, luster, and metallics via ink jets. These innovations have also enabled lifelike reproductions of exotic woods that are difficult to harvest in the wild. Manufacturers are mixing different species and unifying them through a curated color palette. Other pairings include wood with stone or concrete.

For the minimalist-minded, large-format stone-look ceramic presents an opportunity to match a kitchen’s flooring to its counters and even backsplash. According to Dana Norden, a design consultant at Crossville Studios, white marble-inspired designs with gray veining, which outperform their natural counterparts in durability, stain resistance, and cost, are a popular choice. Sizes are also growing. In the mid- to high-range market, 18 by 36 inches and 24 by 48 inches are common, says Fasan, while some distributors catering to a luxury clientele have dropped the 12-by-24 format, once standard in North America.

Finally, Cumorich and Norden are noticing growing interest in highly decorative, patterned mosaics and floor tiles in a variety of materials, including porcelain, concrete, and encaustic cement. Norden attributes the rise of encaustic cement to the plethora of Victorian homes in her market and the wish by owners to stay true to the homes’ architectural style.

She predicts the emerging trend will continue, while McCuaig sees a Scandinavian minimalist influence driving more refined, timeworn wood looks. Also, keep an eye on luxury vinyl, which, Porter says, “is going to be a major player.” ■

**CARLISLE WIDE PLANK FLOORS**

The Traditional Collection features solid or engineered classic white oak flooring in six colors, including Picture Frame (shown). Ranging in length from 2 feet to 12 feet, the 8-inch-wide planks have a smooth texture and matte finish.

[wideplankflooring.com](http://wideplankflooring.com)

**CIRCLE 858**

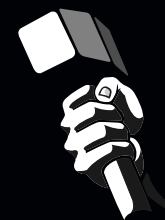




## The solution to solving the skilled labor crisis is staring you right in the face.

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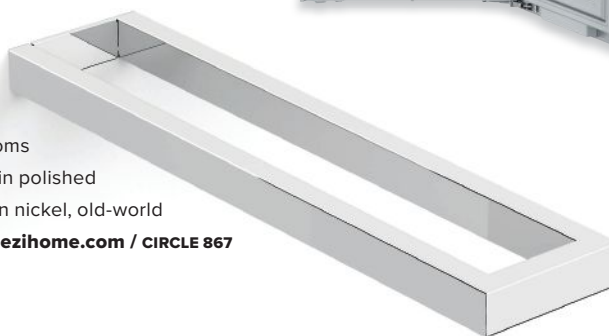


**ROHL**  
The Patricia is a sleek, elegant pull-down kitchen faucet with a classic look. It stands just over 18½ inches tall and has a flow rate of 1.8 gallons per minute. Various finishes are available, including matte black (shown). [rohlhome.com](http://rohlhome.com) / CIRCLE 865



**LEIBHERR**  
The WS 17800 wine cellar features beechwood shelving, interior LED lights, a UV-protected door, and a charcoal air filter. It can chill up to 178 bottles at a time. [liebherr.com](http://liebherr.com) / CIRCLE 866

**DEZI HOME**  
Positioned perpendicular to the wall, the Sereniti double horizontal towel bar offers a sleek storage solution in bathrooms with limited space. It is available in polished chrome, polished nickel, satin nickel, old-world bronze, and matte black. [dezihome.com](http://dezihome.com) / CIRCLE 867



**BOSCH**  
The company's built-in coffee machine can be worked into cabinet designs for a tailored look. The Home Connect App allows homeowners to prepare their coffee from anywhere, and the machine includes a self-cleaning system. [bosch-home.com](http://bosch-home.com) / CIRCLE 869



**ASTON**  
The Braxton floor-mount freestanding bathtub filler features a single-hole faucet and a thermostatic water wand. The brass fixture has a 5-foot shower hose and comes in chrome. [astonbath.com](http://astonbath.com) / CIRCLE 868

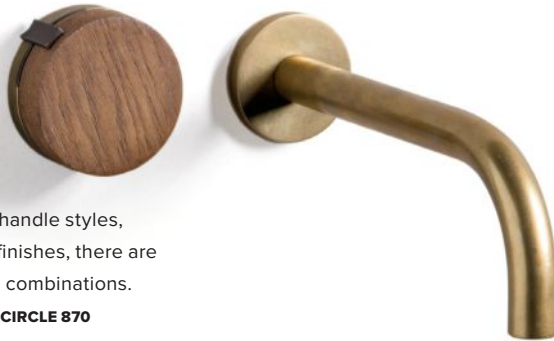


## Introductions

### **WATERMARK DESIGNS**

The Elements collection allows customers to completely customize their kitchen and bath faucets online. With three different faucet shapes, 14 handle styles, two insert options, and 24 finishes, there are more than 300,000 unique combinations.

[watermark-designs.com](http://watermark-designs.com) / CIRCLE 870



### **KICHLER**

The Horizon LED downlight is an alternative to recessed cans in new home construction.

Featuring snap-in installation, it sits nearly flush, extending only ½ inch from the ceiling, and helps to prevent air escape. The fixture fits 4-inch octagon and square junction boxes. Output is 850 lumens.

[kichler.com](http://kichler.com) / CIRCLE 871



### **THERMADOR**

The manufacturer's new line of under-counter refrigeration includes a glass door refrigerator. Ideal for a bar area or media room, the unit features glass shelves, adjustable temperature, aluminum trim, and a UV-resistant glass door.

[thermador.com](http://thermador.com) / CIRCLE 872



### **TOP KNOBS**

Part of the Devon Collection, the new Kingsbridge series of transitional-style decorative hardware is not too wide and not too ornate. Products are available in eight sizes, from T-shaped knobs measuring 1⅜ inches to 12-inch appliance pulls. The line comes in eight finishes.

[topknobs.com](http://topknobs.com) / CIRCLE 873

### **DURAVIT**

Luv is a new collection of Scandinavian-inspired products that includes washbasins, bathtubs, and bathroom furniture. Shown here with the Luv above-counter basin, the furniture piece has height-adjustable feet, one or two push-to-open drawers, and self-closing functionality. Various colors are available. [duravit.us](http://duravit.us) / CIRCLE 874





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A woman with long, reddish-brown hair and green eyes is looking towards the camera with a slight smile. She is wearing a teal-colored button-down shirt. The background is dark and out of focus, showing what appears to be a kitchen cabinet with a textured surface and a metal handle. The lighting is soft, highlighting her face.

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**Unlike most plumbing companies** that specialize in ceramic sanitary ware, Kohler's legacy lies in cast iron. As company lore has it, Austrian immigrant John Michael Kohler had his Aha! moment when he looked at a cast-iron horse trough in 1873. But the real breakthrough came in 1883 when John Michael applied enamel to the trough to create the company's first bathtub.

Mike Marbach, business director for kitchen products and industrial castings, says the material has been a part of the company's lineup ever since. "Shortly after Herb Kohler took the reins as CEO in 1972, the company invested in the future of cast iron with the building of a new and larger cast-iron molding line; during the same time when other plumbing companies were pulling out of cast iron,





**At the scrap yard (top left), an operator mixes a set recipe of metals for the cast-iron materials. The material is melted (top right) and poured into molds to create baths and sinks. Cast-iron products (right) are reheated and coated with enamel. The finished product (above).**

Kohler Co. was staking ground in newer and better equipment and facilities,” Marbach says.

Today, Kohler produces all manner of plumbing products, he says, including bathroom and kitchen sinks, utility sinks, bathtubs, shower receptors, and commercial bathroom and utility sinks.

Kohler’s enameled-cast-iron facility is located at its headquarters in Kohler, Wis. The facility uses both robotic and manual processes.

Manufacturing begins with the melting of post-consumer and post-industrial scrap iron and steel—80 percent of which is recycled or reclaimed material. “We melt the scrap materials and add additional alloying elements to achieve proper chemistry,” Marbach explains. The molten iron is then poured into green-sand molds, which are formed from wet sand containing water and organic bonding compounds.

After cooling, the castings are removed from

the sand mold, cleaned, and ground to remove excess material and to prepare the casting for the enameling process. “The castings are then reheated and coated with an enamel powder,” Marbach says. “The hot casting melts two coats of enamel as it is applied to the surface of the casting, and provides a durable, long-lasting bond between the enamel and the iron.”

The finished products are cooled, inspected, and packaged for shipment.

So what does the future hold for cast iron? Marbach explains that the base process for creating enameled cast-iron products remains the same, but the types of products change with each new design creation that comes from the company. “Without giving away too much, I think it is fair to say that we will continue to see new product designs and colors coming from our cast-iron process in the next few years.” ■



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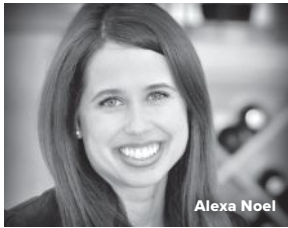
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# START TO FINISH

## With a passion for durable, trendy finishes, KraftMaid advances form and function in the kitchen

BY KATY TOMASULO



Alexa Noel

**Whether it's developing trendy looks** or designing smart storage, KraftMaid prides itself on providing homeowners with styles and solutions that suit their

needs. We asked Alexa Noel, senior manager of research and innovation, for an overview of what the company is working on next.

**Q: What sets KraftMaid apart from other cabinetry companies?**

A: We have an extremely wide range of products, door styles, and finishes to appeal to almost any style. But what really sets us apart is the way we put those things to use in a kitchen. We believe in designing kitchens not just for the way they look, but for the way they work. By creating kitchens that are designed to work for the way homeowners actually live, we can improve the time they spend in that space.

**Q: What product introductions or innovations distinguish KraftMaid and its history?**

A: KraftMaid Cabinetry was the first large cabinetry manufacturer to introduce the glazing finishing technique, way back in 1998. In recent years, as styles have become more streamlined, finish has returned as the most important selection for homeowners during the kitchen design process. We responded in 2014 by introducing our first-to-the-industry DuraKraft Plus Finishing System, which provides a beautiful and durable finish. This year, we are introducing two unique finish techniques: Aged and soon-to-be-launched Translucent.

**Q: What cabinetry or kitchen trends are you paying closest attention to right now and why?**

A: As you can tell, we are really passionate about

finishes. Not only in cabinetry, but also all of the other elements within the kitchen. There are so many unique and innovative finishes being introduced in appliances, countertops, hardware, furniture, plumbing, and flooring. It's exciting to develop cabinetry finishes that can coordinate with the other elements of a kitchen and bring them all together.



**Q: Do you expect the cabinetry industry to change during the next few years?**

A: We are expecting designers and homeowners to continue to demand more specialized products. For some, that may mean a unique finish, and for others, that may mean specialized storage accessories.

**Q: What's next from KraftMaid?**

A: In October, we are introducing one of the largest product launches in KraftMaid history. New door styles and decorative accessories will address the growing transitional style segment, gray finish options and colorful paints will be expanded to provide designers with a robust palette, and a few unique, innovative storage ideas will give consumers "Pinterest-worthy" cabinetry interiors. ■



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# WONDER WALL

## An onyx slab becomes a stunning centerpiece in a Zen-like mountain retreat

**When you first glimpse** this spacious Colorado bathroom, your eye immediately goes to the dramatic onyx slab that takes up nearly the entire side wall. But it's not long before a number of other thoughtful details emerge to reveal a space with a Zen-like appeal similar to the mountains visible from the expansive windows.

"We knew we wanted a wow factor for that wall," says Robyn Scott, ASID, owner and principal of Robyn Scott Interiors in Basalt, Colo., of the 50-inch-by-120-inch slab she sourced from a supplier in Denver. "We stumbled upon this and loved it."

The color and tone of the onyx perfectly complement the natural feel of the master bathroom, where light-toned wood on the vanities and ceiling add a touch of warmth to gray limestone wall cladding. The limestone carries over into the shower, where it flush-frames the onyx.

Also adding to the ambience is soft lighting radiating from underneath a cantilevered bench, which enhances the floating appearance. The effect is repeated in the vanities.

An illuminated soap niche, an overhead rainshower, and a floor-mounted showerhead complete the space. —*Katy Tomasulo*



With dueling mountain views and a jaw-dropping onyx slab, this master shower is a feast for the eyes.

PHOTO: TERI FOTHERINGHAM PHOTOGRAPHY

**Project:** Vail Valley Mountain Home

**Location:** Edwards, Colo.

**Designer:** Robyn Scott Interiors



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