

**MECHANICAL
CONTRACTING**

Top 100 Listing
p 26

KITCHEN + BATH

American Standard gets
needed 'Devine'
intervention
p 40

GREEN SYSTEMS

Solar thermal freeze
protection
p 70

phc

plumbing + hydronic contractor

news

J.C. Cannistraro shines in top 100

Vision & leadership
pave way for Boston-
based contractor

p 24

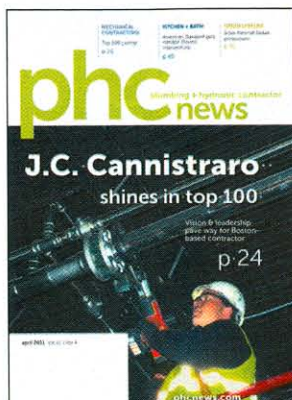
april 2011 Vol 11 | No 4

|||||
#BXNRPVY*****SCM-5-DIGIT 34230
#PHCS01773 5# 4
011255
LINDA JENNINGS PRESIDENT
JENNINGS & COMPANY
436 WOODLAND DR
SARASOTA FL 34234-3772
P-16 P12

phcnews.com

COVER STORY Top 100 Contractors

Among a field of superlative contractors, J.C. Cannistrano, LLC, of Watertown, Mass., stands out as a national leader in pre-fabrication technology and "investing in the best ways of deliver projects to clients". Read J.C. Cannistrano's story, then peruse the *phc News* annual listing of the Top 100 Contractors for insights into who's who in the industry.
p 24



www.phcnews.com

MECHANICAL CONTRACTING

20 Morris Beschloss
Energy conservation on the front burner; private business seeing renaissance

30 Product news

KITCHEN + BATH

32 Linda Jennings
Top K/B trends for 2011 and beyond

36 Peter Schor
Peter presents his K•BIS preview

36 American Standard Brands Q&A
Editor Mesenbrink chats with Don Devine, president, CEO and turnaround wizard of American Standard Brands

46 WaterSense® product news

54 Iconic toilet turns 75
Kohler continues to develop ageless Wellworth

50 Peter Schor's top K•BIS products

HYDRONICS

56 Dan Holohan
Get educated! Get certified!

60 John Abularрге
Prefabbed systems the way to go

62 Rheem makeover
85-year-old company updates with rebranding

64 Training, customer support
Triangle Tube opens 20,000 sq-ft training facility

GREEN SYSTEMS

68 Bristol Stickney
Wrangling excess solar heat

70 Eric Skiba
Freeze protection for solar systems

PLUMBING

74 Richard Di Toma
What's your problem? You can solve it!

➔ MORE CONTENTS ON p 6

HYDRO-CORE™

THE CORE OF ANY PROFESSIONAL BOILER INSTALLATION

The Hydrocore is a fully fabricated forged brass manifold designed specifically for hydraulic separation, pump isolation, and purging in near boiler piping or secondary circuit loop applications.

Guaranteed to save you time, space, and leak paths - Hydro-Core is the Only Way to Install a Boiler.

NEAR-BOILER PIPING
Floor Style Mod/Con Boiler w/ Hydro-Core Manifold (Flange Right)



SECONDARY CIRCUIT LOOP APPLICATION
Two Hydro-Core Manifolds (Flange Left) utilized in a Secondary Circuit Loop application





PATENTS PENDING

FEATURES

- Precisely crafted closely spaced tees for hydraulic separation
- Webstone Isolator® w/ Rotating Flange & Drain (Left or Right Sided Flange Orientations)
- Webstone Ball Drain™
- Union Connection w/ 1/4" NPT Gauge Port (Plugged)
- Custom fabricated boiler-specific supply and return lines available

BENEFITS

- Fewer Leak Paths
- Eliminates 18 Connections
- Saves Space and Labor
- Easily purge and descale the boiler



Webstone
INNOVATION

LEARN MORE:
www.webstonevalves.com
Tel: (800) 225-9529

G U A R A N T E E D F O R L I F E

K&B TRENDS

Get inspired

Leading kitchen and bath trends for 2011

BY LINDA JENNINGS CONTRIBUTING WRITER

With the Kitchen & Bath Industry Show approaching later this month, now is a good time to think about new sources of design inspiration and the latest trends in these products. The rules have changed somewhat from years past, when consumers were eager to outfit their homes in the latest “must have” look of the moment. In today’s economy, savvy homeowners are thinking carefully before spending their dollars, and they are looking for fresh — yet smart — ideas that will enhance the value, beauty and enjoyment of their homes. As an industry professional, you know that staying abreast of the hottest design trends is crucial in positioning your business to take advantage of rising consumer demand. You also understand the importance of presenting these trends to your customers in a way that highlights their value and longevity. Let’s take a look at the cutting-edge trends that are sure to make 2011 a year to remember.

Out with the old; in with the new

Trends come and go as old standbys are replaced with exciting new options. In the bathroom, built-in tubs have seen their day. Freestanding tubs are the new standard, as consumers rediscover the elegance and comfort of these vintage-inspired tubs. Modern manufacturers create freestanding tubs in a wide variety of sizes and styles, some paying homage to the traditional claw-foot design, while others are decidedly contemporary.

For example, the Toulouse tub by Victoria & Albert was inspired by the French double-ended bateau baths from the 1860s and offers a classic elegance that can easily accommodate two bathers. The Deauville tub, also by Victoria & Albert, has a more modern sensibility, with chunky wooden feet and European flair. Both are crafted from the company’s signature volcanic limestone mix that is easy to care for and warm to the touch.

Traditional showers have undergone a metamorphosis, with a major movement towards frameless shower enclosures.

Metal-framed showers tend to be clunky

Trends come and go as old standbys are replaced with exciting new options. In the bathroom, built-in tubs have seen their day. Freestanding tubs are the new standard.



in design and difficult to clean. Frameless showers look significantly sleeker and offer greater design flexibility. The Giada collection from Novellini comes in a variety of configurations to suit any bathroom space plan, including corner cubicles, freestanding panels, neo-angles or recessed designs. Another trend in shower design is the new classics, reminiscent of fine European hotels and timeless, vintage-inspired design. Sunrise Specialty leads this trend with a complete line of showers, faucets and tub fillers that feature the added safety of temperature control.

Standard sinks are also on the “out” list for both kitchens and baths. Trendy consumers are taking full advantage of



The Deauville tub, also by Victoria & Albert, has a more modern sensibility, with chunky wooden feet and European flair.

fashion-forward options offered by manufacturers such as Diamond Spas. Its copper trough skirted sink is surprisingly durable, adds warmth and style to the kitchen and is generously sized to keep up with the largest of modern families. For the bathroom, Diamond Spas offers a contemporary oval sink in sustainable stainless steel with a bowed front that mimics the design of a coordinating tub.

Glass — a rising star

Textured glass is appearing everywhere, from countertops to tabletops, from backsplashes to floor tiles. It offers a fresh, shimmering glimpse into a new wave of sophisticated design possibilities. Heavy granites and dark finishes are being replaced with products that are more transparent and reflective. The trend here is towards light — clear finishes, whites, metallics — all coming together to create a sparkle that is airy and refreshing. Surprisingly durable and maintenance-free, glass is one of the most in-demand materials for kitchen countertops. ThinkGlass uses eco-friendly, 100% recyclable glass to create its custom pieces, including an amazing variety of textures and colors that ensures that each glass creation is a true work of art.

Sustainable stainless

Another timeless trend in 2011 is stainless steel; consumers are looking for sustainable options that will add

| JENNINGS | CONTINUED FROM PAGE 32

lasting value to their homes.

Lasertron is ahead of this trend with their artist-designed etched stainless steel cabinetry doors. The innovative collection provides a new creative outlet for artists and designers alike, taking art off the wall and blending it into cabinetry for interest and intrigue. Send in a favorite painting or graphic, and the company will custom-etch the signature work of art onto any selection of stainless steel cabinetry door fronts. The exciting new series has made its debut featuring the talents of renowned abstract artist Sharon Westbrook, recognized and collected worldwide, featured on PBS and in Florida Architecture magazine.

Haute hardware

In 2011 it's all about the details, and decorative hardware continues to evolve with collections that add instant style and classic good looks for you to enjoy, such as Atlas Homewares' new Browning and Shelley collections, both named after England's most famous poets. They feature three pieces — a knob and two sizes of pulls — and are available in brushed or polished nickel and Venetian bronze.



Reveal Designs honors Frank Lloyd Wright with the new Taliesin Design™ hardware collection, which fuses wood in metal in bold geometric shapes.

Ashley Norton has unveiled new pocket door hardware that is easy to operate. Crafted of solid bronze, it is available in dark bronze, light bronze, matte black or white bronze finishes.

Reveal Designs has a new hardware collection honoring the architectural legacy of legendary architect Frank Lloyd Wright. Born out of a partnership between Reveal Designs and the Frank Lloyd Wright Foundation, the new Taliesin Design™ hardware collection fuses wood in metal in bold geometric shapes.

Seeing double

Why have just one when you can have two? Consumers are expanding their expectation for double sinks in the master bath to include double vanities as well as matching freestanding tubs. The idea of two vanities just makes sense — twice the storage, twice the personal space — but the concept of double baths is a new idea that is rapidly gaining ground. Victoria & Albert set the stage with its side-by-side Amalfi bathtubs. Having two tubs in a single bathroom is both luxurious and practical. Not only does it make a striking visual statement and add symmetry to the space, it also creates a private retreat where couples can bathe together in comfort without having to take turns or compromise.

Be well

One unhappy trend of our times is our tendency to

work harder and longer without concern for our health or stress levels. Fortunately, a growing awareness of wellness is counteracting this with a line of products for the bathroom that creates a spa-like retreat using personalized therapies. From soaking tubs and air baths to aromatherapy and steam showers, consumers are appreciating the technology that allows them to bring rejuvenating treatments into the privacy of their own homes. Bain Ultra's Vedana system is the first product of its kind to focus on wellness. It doesn't dispense water in any form but instead is a care center that provides five unique therapies designed to help people release stress and find their inner calm. More and more companies are joining this exciting trend to re-think the bathroom from a grooming center to a space devoted to peace and wellbeing. ●

Linda Jennings is president of Jennings & Company — a public relations, advertising and marketing agency, specializing exclusively in the decorative plumbing and luxury hardware industry. Throughout a 20-year tenure, she has worked with the most significant editors and journalists in the consumer home market, identifying trends and providing newsworthy products. Based in Sarasota, Fla., her agency represents the most progressive manufacturers in the kitchen & bath industry. Jennings is a member of the DPHA (Decorative Plumbing & Hardware Association) and was recently appointed to their Editorial Advisory Committee.

Get the look!

For more info on the trends mentioned here go to:

- Ashley Norton**
800/393-1097
www.ashleynorton.com
- Atlas Homewares**
800/799-6755
www.atlashomewares.com
- BainUltra**
800/463-2187
www.bainultra.com
- Diamond Spas**
720/864-9115
www.diamondspas.com
- Lasertron**
954/846-8600
www.lasertrondirect.com
- Novellini**
877/273-8816
www.novellini.com
- Reveal Designs**
914/220-0277
www.reveal-designs.com
- Sunrise Specialty**
510/729-7277
www.sunrisespecialty.com
- ThinkGlass**
877/410-GLASS (4527)
www.thinkglass.com
- Victoria + Albert**
800/421-7189
www.vandabaths.com