

THE RETAIL **observer**

SEPTEMBER 2017 Vol. 28, Issue 9

AN EYE ON THE INDUSTRY SINCE 1970



dwell
ON DESIGN
celebrates
its 12th year



PCBC SIGNS OFF
FROM SAN DIEGO IN
Fine Style



Printed on Recycled Paper
10% Post Consumer



Certified Chain of Custody
Promoting Sustainable Forestry
www.sfiprogram.org
SFI-00555



Scan for Mobile

2764 N. Green Valley Pkwy, Suite 508
Henderson, NV 89014-2121

PUTTING POWER ON THE FRONT BURNER

The BlueStar brand is renowned for the unrivaled performance of its gas ranges. Its signature feature: open burners that produce up 25,000 BTUs of even, controlled power. Top chefs value high heat because it allows them to achieve that perfect sear and rapid boil – just like in restaurants. And for delicate soups and sauces, no stove matches BlueStar's gentle 130-degree burner. BlueStar burners also allow wok cooking without the use of a wok ring.

BlueStar's full line of cooking products include cooktops, rangetops, and wall ovens plus a new 36" induction cooktop which boasts the most powerful single burner in the industry.

GROUNDBREAKING VENTILATION SOLUTIONS

Pro-style power produces pro-style heat. BlueStar offers liners, and wall and island hoods that are designed to pair seamlessly both in performance and customization with the company's commercial-style ranges and cooktops. The hoods integrate seamlessly into the overall kitchen design, and quietly and efficiently remove odor and heat.

In addition, Prizer, parent company of BlueStar, acquired ABBAKA in order to offer customers the most technologically advanced U.S. built ventilation systems with cutting-edge hood design and industry-renowned quiet operation.

AWARD-WINNING COOLING: INSPIRED BY CHEFS, POWERED BY BLUESTAR

BlueStar recently announced the launch of premium refrigeration in response to customers who wanted a refrigerator for their dream kitchen with the same superior craftsmanship, unsurpassed performance and stylized customization as the company's legendary cooking equipment. And true to its tradition of manufacturing at home and designing products to its own individual specifications, BlueStar is designing and manufacturing its refrigeration line with a hand-picked, in-house team in the U.S.

The new 36" built-in refrigerator features professional grade elements like durable 304 grade stainless steel interiors, and extra-large capacity – 22.4 cu ft. The fully extending bottom shelf is designed to fit a full-size commercial sheet pan, as is the freezer shelf. That way, extra-large pans prepped with pastries or hors d'oeuvres can go straight from the refrigerator or freezer into an oversized BlueStar oven, another brand hallmark.

There is a dual compressor system – one for the fridge and another for the freezer – for optimum food preservation and advanced odor control. Two separate compressors mean the air stays chambered in the proper area so that the moist air stays in the refrigerator and doesn't mix with the drier air of the freezer. The result: longer lasting, fresher-tasting fresh and frozen foods.

The refrigeration line already has garnered top awards for design excellence, including the prestigious GOOD DESIGN™ Award and a Platinum ADEX. It was named one of the "30 Most Innovative Products of the Year" by *Better Homes & Gardens–Beautiful Kitchens & Baths* and was recognized as an Honoree in the 2016 Interior Design Best of the Year.

The introduction of refrigeration is the latest in a long line of new innovations. This milestone marks BlueStar's evolution from being a specialized cooking equipment manufacturer to a company offering a full kitchen package for homeowners interested in high performance, handcrafted products and bespoke design. Please visit www.bluestarcooking.com for more information.

Vinotemp

VINOTEMP LAUNCHES 168 BOTTLE SMOKED BLACK STAINLESS STEEL DUAL-ZONE WINE COOLER

Part of the company's newest series of wine coolers, Element by Vinotemp smoked stainless steel wine coolers features a smudge-proof black stainless steel finish and storage for up to 14 cases of dark and light wines.



Vinotemp®, a recognized leader in the wine storage, technology, and goods industry for 30 years, recently launched the Element by Vinotemp 168-bottle smoked black stainless steel dual-zone wine cooler. Part of Vinotemp's newest series of wine coolers—Element by Vinotemp smoked black stainless steel wine coolers—the on-trend wine cooler features dual-zone cooling, a smudge-proof black stainless steel finish, and specially designed steel and wood wine racks.

Vinotemp's newest series of wine coolers are designed to meet the growing market demand for black stainless steel kitchen appliances. According to the Houzz 2017 Kitchen Report, millennial buyers gravitate toward black stainless steel finishes and the same report showcased increased demand for the design style in 2015 and 2016. "Black stainless steel is stunning and we foresee it continuing to gain popularity," states India Hynes, CEO of Vinotemp. "This is why we're excited to add the new Element by Vinotemp smoked black stainless steel wine cooler series to Vinotemp's wine storage repertoire as the coolers are the perfect solution for adding on trend wine storage to any kitchen design."

Similar to the other wine coolers offered in Vinotemp's newest series, the Element by Vinotemp 168-bottle smoked black stainless steel dual-zone wine cooler is front-vented and features:

- **Specially designed steel and wood wine racking:** Ensures each bottle is easily accessible while being securely cradled in a vibration free environment.
- **Dual-Zone Cooling System:** Includes 2 compartments (upper zone 40-56°F and lower zone 54-65°F) to properly store up to 14 cases of dark and light wines.
- **Tempered glass door:** Easy-to-clean, the glass is enclosed in a one-piece, seamless black stainless steel frame replete with a pole handle.
- **Vinotemp BioBlu™:** A blue light-emitting diode (LED) interior lighting system that is both aesthetically pleasing and functional as it helps reduce the growth of bacteria and mold.
- **Touch-screen temperature control:** A centrally located control panel makes it easy to set and monitor the temperature of the coolers and turn the interior lighting on or off.

Please visit www.vinotemp.com to learn more about the new Element by Vinotemp 168-bottle smoked black stainless steel dual-zone wine cooler and the new Element by Vinotemp smoked black stainless steel wine cooler series.



FEI GROUP UNVEILS 2017 CONFERENCE SITE

FEI Group, parent company to Home Solutions by FloorExpo, MultiFamily Solutions by FloorExpo, KBx, and K&B Alliance, recently announced they have chosen the San Antonio Hill Country for their biggest business event of the year.

The luxurious JW Marriott San Antonio Resort & Spa, set among the winding streams and tree-covered hills of Cibolo Canyons, where the outskirts of central San Antonio meet the Texas Hill Country, will host the 19th Annual Conference event October 18-20.

"Each year, we put a lot of thought into the property choice," explains Jay Smith, FEI Group president. "The resort is an easy drive north of downtown San Antonio, so spending a day touring the city's historic attractions – The Alamo, The River Walk, Natural Bridge Caverns – is a cinch. The rich, colonial heritage of the area is something to behold, so we encourage members to explore the area before or after the conference."

As for the agenda, attendees can expect a great slate of powerful, hard-hitting breakouts and discussion topics designed specifically with each group in mind. Some sessions will be specifically for flooring or kitchen and bath, while others will be applicable to all groups.

In true FEI Group style, the event will feature a big party night at the rustic and beautiful Knibbe Ranch, a working cattle ranch and one of the few remaining Century Heritage Ranches in the state of Texas.

FEI Group is the nation's largest and finest network of flooring, cabinetry, countertop and decorative hardware, and plumbing businesses. Member companies leverage the strength and power of the group to gain business benefits that create bottom line results.

We are the leader in providing programs and services to independent business owners looking to leverage the power of the group to better serve their customers. In over 200 markets nationwide, the members of FEI Group provide turnkey services for the multi-family, single-family, foreclosure, remodel, student, senior, and military housing markets.

FEI Group is a division of CCA Global Partners. CCA Global Partners is one of the largest privately held companies in the United States, with 15 distinct businesses and more than 3,800 locations producing aggregated annual sales in the billions of dollars. CCA Global Partners is a leader in developing programs and services that help independent business owners reach a higher level of success both personally and professionally.

FEI Group expects attendance to break records again this year. Visit www.feigroup.net for more information.

RO