

Setting New Trends In Design...



Kitchen & Bath Industry Show
 April 26-28, 2011
 Las Vegas Convention Center
 Collaborate. Innovate. Inspire.



March 2011

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Miele Treats Mid-Atlantic to Free Event in April!

The **Miele Gallery** of Princeton, New Jersey will graciously host the upcoming Mid-Atlantic Chapter Meeting at their sleek and sophisticated appliance and design showroom on Wednesday, April 13, 2011 from 5:00PM—8:30PM.

This exciting event is being offered free of charge to NKBA members and guests with the generous support of Miele.

Upon arrival at 5:00PM, guests will be invited to enjoy a complimentary bar while they wind their way through expertly designed vignettes featuring the full line of Miele appliances ranging from premium vacuum cleaners, wine

chillers, and coffee machines to high-tech refrigeration, cooking, laundry and dishwashing equipment.

From 6:00-PM 7:00PM dinner will be served followed by **Appliances: Expanded Choices, Prominent Products** presented by David Alderman CMKBD, 2011 NKBA President, who will enlighten attendees with his knowledge of appliance trends and his expertise in matching today's client lifestyles to high-tech appliance selections in his designs.

We look forward to an evening to remember, thanks to Miele and their partnership with NKBA and the



Mid-Atlantic Chapter.

In business for more than 100 years, Miele is true to their mission which has always has been to create durable products of the highest quality that are sustainable, leaving little impact on the environment throughout their lifetime.

Please RSVP by April 6th as **space is limited**. (Details on Page 2)

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Special Dates of Interest

- **2011 KB Design News Full Day Seminars — Philadelphia Airport April 13th & 14th**
- **Miele Gallery—NKBA Meeting Princeton, NJ April 13th**
- **Kitchen & Bath Industry Show—Las Vegas, NV April 26th-28th www.kbis.com**
- **Miele Lunch and Learn Princeton NJ—May 17th Appliances—Traditional & Contemporary Kitchen**

Who is "The Uncertain Consumer"?

Things were going so well! What happened?

This was the question posed to over 70 attendees of the first meeting in 2011 of the Mid-Atlantic Chapter held on February 8th at the Waterfall Banquet & Conference Center in Claymont, DE.

According to well-known educator, corporate exec, entrepreneur and global leader, **Len Casey**, today's consumer is driven by fear and uncertainty resulting in redefined purchasing criteria . This new mindset is forcing the remodeling industry to offer more op-

tions and solutions than ever before when designing a client's "dream" kitchen or bath project.

Is business still out there and will they buy from us? The answer: Only when the client perceives that the Price quoted is a great Value. *Meeting Adjourned!*

Presenting...NKBA 2011 President—David Alderman CMKBD

David Alderman, CMKBD, started Dave's Cabinet Inc. in Chesapeake, Virginia in 1980. Today, David and his partner manufacture custom moldings, millwork, cabinetry, solid surface and granite countertops.

An NKBA member since 1984, Alderman served the Virginia State Chapter as President, Chapter Representative, Vice President of Programs, Vice President of Professional Development, and Treasurer.

He has, also, served nationally as Chairman of the Chapter Leadership and Development Committee, Chairman of the Membership Committee,

and a member of the Board of Directors. David has received the Certified Kitchen Designer National Merit Award three times.

Now, serving as President-Elect of the National Kitchen and Bath Association in 2011, David will offer fresh ideas and a wealth of professional experience and knowledge to the executive board and membership.

At the NKBA Mid-Atlantic Chapter on April 13th, David will be presenting *Appliances: Expanded Choices, Prominent Products* at **The Miele Gallery** in Princeton, NJ.



NKBA 2011 President -
Elect David Alderman

Enjoy a **Free** NKBA Mid-Atlantic Chapter Event!



**9 Independence Way
Princeton, NJ 08540**

Graciously hosted by the **Miele Gallery** in Princeton, NJ

April 13th from 5:00PM – 8:00PM

"APPLIANCES: EXPANDED CHOICES, PROMINENT PRODUCTS"

Presented by

David Alderman, CMKBD – 2011 NKBA President

Having an understanding of today's and tomorrow's lifestyles is an important element of discussion when understanding your client's appliance needs. Through a gallery of photos, learn how to apply the art of selecting appliances in many categories, from the simple to the sophisticated. David helps to define trends in the appliance world driven by technology, design, and lifestyle, while sharing his expertise in this field.

1.0 CEU Credit—All chapter meetings, where formal programs are presented, are approved for CEU credit through NKBA

Please RSVP by April 6th

Nab Abdul-Aal - nabdesign@comcast.net or call (302) 377-8980

What Happens in Vegas? **KBIS April 2011...Be there!**

What Happens in Vegas?

Thousands of kitchen and bath professionals will descend on "tinsel town" at the end of April to experience KBIS 2011—the premiere industry show focused on keeping the trade "up-to-date" with inventive design solutions and "in-the-know" when challenged by web-savvy clientele.

Armed with "smart" phone informational "apps", maps, and comfortable shoes, retailers, designers, architects, remodelers, manufacturers, and students will arrive at the Las Vegas Convention Center on April 26th for the key-



note speech, this year presented by Pat Croce.

During this 3-day marathon through aisles packed with amazing, innovative displays featuring distinctive cabinetry, spectacular surfaces, state-of-the-art appliances and exquisite bath suites, there will be educational and networking

opportunities at every turn.

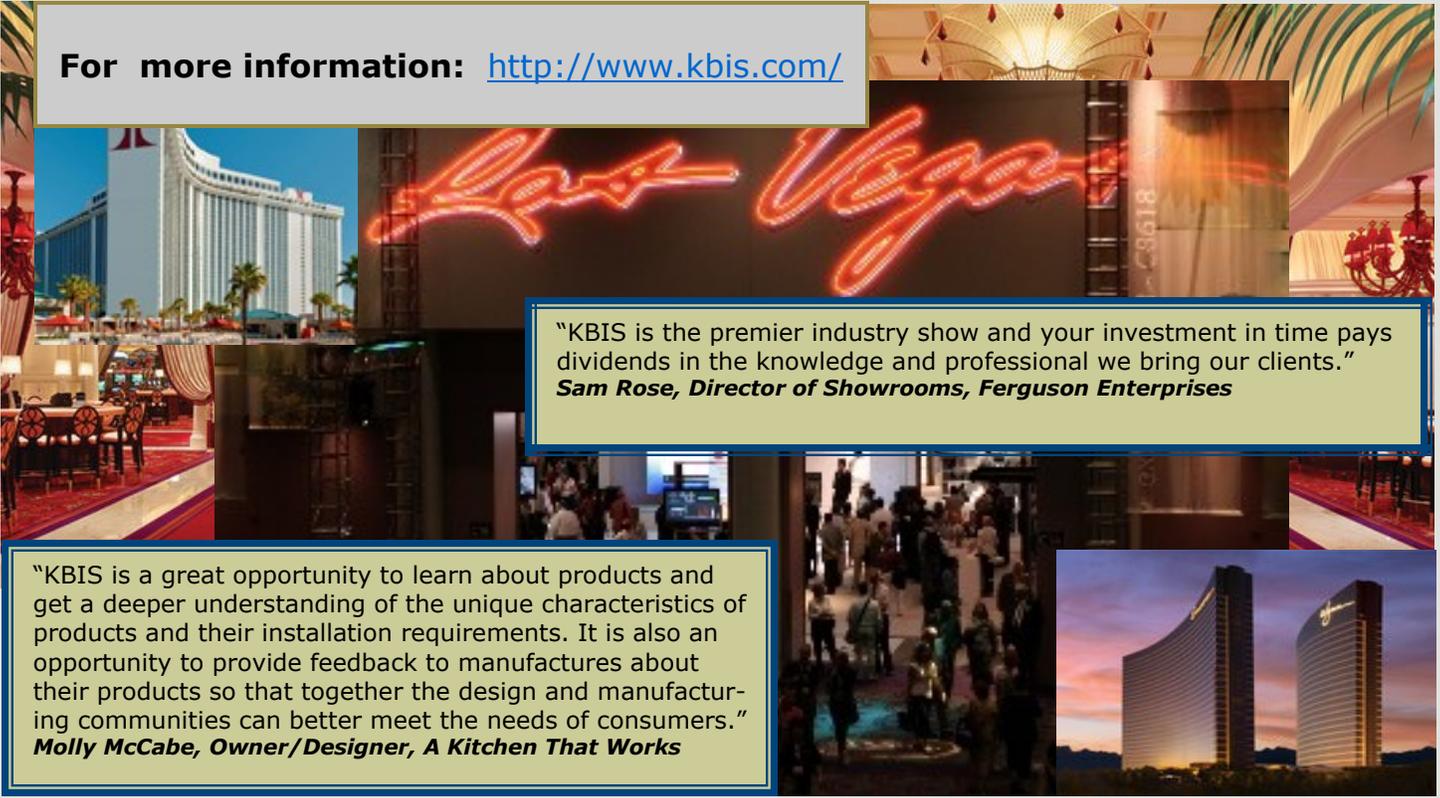
Attendees will be the first to see the latest products and learn of industry trends to utilize in future design projects.

After-show invitations to gala parties and vendor-sponsored events abound, while the "city that never sleeps" holds its own allure.

The tireless trade show troop travels homeward happy and enthusiastic with the experience gleaned from the show—

What happens in Vegas at KBIS? If you don't go, you'll never know...

For more information: <http://www.kbis.com/>



"KBIS is the premier industry show and your investment in time pays dividends in the knowledge and professional we bring our clients."
Sam Rose, Director of Showrooms, Ferguson Enterprises

"KBIS is a great opportunity to learn about products and get a deeper understanding of the unique characteristics of products and their installation requirements. It is also an opportunity to provide feedback to manufactures about their products so that together the design and manufacturing communities can better meet the needs of consumers."
Molly McCabe, Owner/Designer, A Kitchen That Works

Calling All Members!



MID-ATLANTIC MAKING CONTACT

Please don't be surprised if you receive a phone call in the next few weeks from one of your Mid-Atlantic Chapter board members.

We are reaching out to our membership to tell you about our upcoming meeting at Miele, verify your contact information, and ask for your help in designing future meetings that are informative, fun, and attractive for all that attend.

If you have any suggestions for relevant topics with presenters that appeal to the interests of both the designer and business owner, we would like you to share your ideas with us.

Of course, you don't need to wait until a board member calls to offer information that will help us to do a better job to serve you and enhance the growth of our chapter. Your comments are always welcome!!

Also, please be sure to let us know if you would like to get more involved with the Chapter as an assistant to one of the board positions.

When your phone rings, please volunteer your thoughts or your time. The success of our Chapter depends on YOU!

Student Interns

There are quite a few students at local NKBA accredited design schools who are looking for internships this summer in order to fulfill their college requirements for graduation, according to Carol Cherry, CKD, our Mid-Atlantic Chapter VP of Academic Relations.

For more information, feel free to contact Carol Cherry by email:

ccherry22@verizon.net

"The Success Of Our Chapter Depends On YOU!"



Study Groups

Professional Development

NKBA has recently launched

a very affordable

"VIRTUAL" AKBD Course

Contact Morton Block CMKBD
VP-Professional Development
for details:

mortonb@comcast.net

Vendors Show Off

Vendor tabletop displays introducing products or services are welcomed during the networking hour prior to dinner and are of great interest to our members.

Please contact First VP-Programs, Bonnie MacDonald to make arrangements to **show off your stuff!**

bonnie.macdonald3@gmail.com

Kitchen & Bath Design News—Seminars

KBDN & the SEN Design Group
April 13, 2011

Road to Recovery: Best Business Strategies for 2011

Presented by

Ken Petersen CKD and Tom Blau

Call (800) 991-1711 to register

Philadelphia, PA

Kitchen & Bath Design News

April 14, 2011

Profiting by Design in the New Economy

Presented by

Ellen Cheever CMKBD, ASID

2011 NKBA Mid-Atlantic Chapter Board

Chapter Website: www.midatlanticnkba.org

Anna Maria Vona

President

CARMANA DESIGNS LTD
(215) 952-0133
annamaria@carmanadesigns.com

Carol S. Fitzgerald, CKD

VP Technology/Communications

TROPICAL STONE, LLC
(610) 725-8130
caroldesign1009@gmail.com

Wallace C. Bakely, Jr, CKD

Secretary

TOP DRAWER KITCHENS LLC
(609) 646-0828
wbakelyjrckd@verizon.net

Patricia Nunan, CKD,CKBR,CAPS

VP Government Relations Pennsylvania

LIFESTYLES DESIGN INC
(610) 754-1444
pat@lifestyles-design.com

Stephen Sikora

VP Government Relations New Jersey

YOUNIQUE INTERIORS
(732) 256-4215
spsikora@optonline.net

Joseph A. Giorgi, Jr, CKD

VP Government Relations Delaware

GIORGI KITCHENS INC
(302) 762-1121
jgiorgijr@giorgikitchens.com

Joseph A. Giorgi, Jr, CKD

Chapter Immediate Past President

GIORGI KITCHENS INC
(302) 762-1121
jgiorgijr@giorgikitchens.com

Barry R Tunbridge, CKD

Chapter Representative

DU-CRAFT
(732) 681-8355
mrducraft@optonline.net

Bonnie MacDonald

First VP-Programs

BONNIE LYNN INTERIORS, INC
(267) 239-7484
bonnie.macdonald3@gmail.com

Nabil A. Abdul-Aal, CKD,CBD,CAPS

Treasurer

DESIGN SOLUTIONS INC
(302) 834-2350
nabdesign@comcast.net

Charles R Stines, CKD

VP-Membership

KITCHEN QUEST INC
(609) 658-4380
CKDCharlie@aol.com

Carol J Cherry, CKD

VP- Academic Relations

CHERRY'S DESIGNS INC
(609) 654-4800
ccherry22@verizon.net

Morton M Block, CMKBD

VP-Professional Development

MORTON BLOCK ASSOCIATES
(610) 444-1716
mortonb@comcast.net

Bob Taylor

VP- Strategic Planning

APOLLO GRANITE AND MARBLE, LLC
(610) 363-0640
bob@apollograniteandmarble.com

www.nkba.org

NKBA Mission Statement

The Mission of the National Kitchen & Bath Association is to enhance member success and excellence, promote professionalism and ethical business practices and provide leadership and direction for the kitchen and bath industry worldwide.

Trends 2011

