2013 Is On The Upswing!
Remodeling is on the rise and all indicators point to a steady recovery for our industry in 2013! Consumers are looking for kitchen & bath designs that function well and offer more style and usable space. They are selecting fresh, new paint colors, making plans to replace countertops, cabinetry, and flooring according to data reported by the Remodeling Market Index and a number of recent independent surveys. Working within budget limits by offering options, will contribute to sales success. Our Chapter wishes all members a happy, healthy, and prosperous year ahead as the NKBA celebrates its 50th year as a trade association!

“35 Years of Partying is Finally Paying Off…”

Bob Taylor — Let’s Party On!...
VP of Programs, Mid-Atlantic Chapter

Thanks to Bob Taylor of Apollo Granite & Marble in Exton, PA, our monthly NKBA Chapter meetings have enjoyed record-breaking attendance in 2012!

Bob attributes his success in organizing these remarkable events to the years he spent partying in college (experienced in beverage selection) and as an entrepreneur (conscious of costs). He, certainly, has learned what it takes to show members, friends and customers a good time!

As the VP of Programs for our NKBA chapter, Bob has, singlehandedly, orchestrated every meeting planned by the Mid-Atlantic Chapter board in 2012. His attention to detail is astounding as is exemplified by the variety of interesting programs offered and attractive locations he has unearthed for every event. He visits each venue, meets with caterers, prepares menu recommendations, handles the parking situation, and personally selects the wine and beverages that have been complimentary for most of the meetings and events this year.

Bob always remains calmly in the background to assist and oversee all aspects of each function as it unfolds. As you look over the recent events in this newsletter, you will see Bob’s stamp everywhere. We are lucky to have the only volunteer fabricator & “event planner” in existence!

Please remember to thank Bob, for helping to create such memorable and unique experiences for our members and their guests!

If you have suggestions for meeting topics or venues that would interest you in 2013 & beyond, please send your ideas to Bob Taylor at bob@apollograniteandmarble.com

Then, Bob can help us “Party On” in 2013!

Special Dates of Interest

- March 12, 2013—NKBA Membership Meeting—Weinstein’s Bath & Kitchen Showroom, Willow Grove, PA
- April 19-21, 2013—KBIS—New Orleans, LA Morial Convention Center - Register Now!
- May 14, 2013—NKBA Chapter Meeting—Presentation by John Morgan, National NKBA President—Location TBD
- June 11, 2013—NKBA Chapter Meeting—Longwood Gardens “Design Within Nature” Kennett Square, PA
Past Chapter President — Anna Maria Vona

Thanks for your dedication, energy, and enthusiasm!

Aside from the endless hours of precious time that Anna Maria Vona of Carmana Designs has devoted to the NKBA Mid-Atlantic Board over the past years, her passion, enthusiasm, and commitment to excellence regarding our Chapter and membership must be commended. Anna Maria’s dedication to the Chapter was consistently evident in the positive attitude and energy she always displayed with a smile! Even when her cabinetry business schedule was hectic or stressful, Anna Maria was ready to lead a meeting, lend a hand, plan an event, write an article for the newsletter, or manage whatever issues presented themselves during her “reign”. Having been VP of Programs for two years prior to taking on the role of Mid-Atlantic Chapter President in 2010, Anna Maria was extremely lucky to have a very supportive family and husband who understood the demands of her position. Performing her duties as a “volunteer” could sometimes be more time-consuming than her full time “jobs” as wife, mother, business partner, designer, and real estate agent!

Our Immediate Past President will continue to assist the board and current Chapter President, but can now focus her energy and creativity on Carmana Designs Ltd, a turn-key cabinet manufacturing business in Philadelphia that she and her husband, Carmen, established in 1981. Anna Maria is an expert communicator and exhibits a strong team spirit which has led to her success as NKBA Chapter President and in her own business. Her belief in keeping people fully-informed through old-fashioned face-to-face meetings, whether dealing with the NKBA Chapter or her own clients, always meant that every event or project would turn out well.

It’s easy to see how Carmana Designs has won several national awards for high-end custom kitchens and how Anna Maria has won our warm appreciation for exceptional service & dedication to the Chapter!

2013 Chapter President — Pat Nunan CKBR, CKD, CAPS

A warm welcome from the Board and Mid-Atlantic Chapter Members!

Pat Nunan of Lifestyles Design, our newly elected 2013 NKBA Mid-Atlantic Chapter President, has served on the board as VP of Programs for the Chapter and, most recently, held the position of VP of Government Relations for Pennsylvania.

She is returning to the NKBA Chapter Board from a brief hiatus that allowed her to concentrate on her design consulting firm which focuses on Universal Design and “aging in place”. When remodeling under these specialized guidelines, Pat offers her clients the ability to live independently and stay in their homes for as long as possible.

Pat brings with her to the position of NKBA Mid-Atlantic Chapter President the experience she has acquired in design and remodeling for over 18 years as President and CEO of her own company, Lifestyles Design. The long list of acronyms following Pat’s name, indicate the expertise and credentials she has earned as Certified Kitchen and Bath Remodeler, Certified Kitchen Designer, and Certified Aging in Place Specialist.

Pat not only devotes time to her own business and to the NKBA, but is active in the NARI Bucks-Mont Chapter as well. In 2011, Pat received two Contractor of the Year (CotY) awards from NARI for two baths designed for under $30,000 at the “Manor House” in Horsham, PA. Her ability to offer her clients the style they desired at a fair price, plus the comfort of knowing the designs did not sacrifice functionality, is a testament to Pat’s caring attitude and keen understanding of people’s needs, no matter what their age. The NKBA Mid-Atlantic Chapter
Recent Member Events — January 2013...

NKBA Holiday Affair at Avalon Carpet Tile & Flooring

The NKBA Mid-Atlantic Chapter had great fun ringing in the New Year at the King of Prussia location of Avalon Carpet Tile & Flooring in January 2013. The NKBA members and guests were royally treated by the Avalon executives, managers, sales and design team from more than one of their locations.

As the event’s generous sponsor, Avalon offered a complimentary bar, dinner, and the opportunity for attendees to browse in their expansive and well-appointed showroom of lovely carpet, fabulous flooring materials, and natural stone, glass, ceramic, and porcelain tiles. The artful displays make it especially easy for customers to imagine how the attractive products and surfacing materials offered will appear when installed in the home.

Many animated conversations and much laughter continued throughout the evening...Did anyone even know there was music playing?

Thanks to Avalon Carpet Tile & Flooring for hosting this grand party in style. Please be sure to visit their website or one of the 14 showrooms near you!

http://www.avaloncarpettile.com/

Come To Our Meetings & Stay Connected 24/7 at nkba.org or www.midatlanticnkba.org
Recent Member Events — December 2012...

What’s Been Cooking at Mrs. G TV & Appliances in Lawrenceville, NJ?

NKBA Fettuccine “Cook-off” Takes Center Stage at Mrs. G’s!

Debbie Schaeffer, NKBA Mid-Atlantic VP of Membership, was host and sponsor to NKBA members and guests in the month of December at her business, Mrs. G TV & Appliances in Lawrenceville NJ. Judging by the array of sponsors participating in this event, there was sure to be the “aroma” of something delicious in the air—or, was that the “scent” of competition wafting through the showroom?

Anna Maria Vona, Immediate Past Chapter President and Mrs. G’s Executive Chef, Mary Beth Madill went head to head, or you could say, noodle to noodle, as each whipped up their own delectable version of Fettuccini Alfredo. Sample portions were offered up for judging in the “taste bud” category—and of course, they were both winners!

Patrick Kennedy of Superior Woodwork presented “Social Media—From the Inside”, focusing on the use of websites such as Houzz, Pinterest, and Twitter to effectively and economically market your business.

Manufacturer’s reps were stationed throughout the showroom to educate NKBA members on the various appliance packages available in different price levels at Mrs. G’s.

Needless to say, there was plenty of delicious food and drink to go around!

Debbie Schaeffer was available to answer questions regarding the benefits of membership in the NKBA, now celebrating its 50th year in 2013!

Everyone enjoyed a spectacular evening, but what ever happened to those leftovers?

A Special Thanks To Our Meeting Sponsors!
Recent Member Events — November 2012…

West Reading—Who Knew?

If you have never traveled to West Reading PA, it’s time to take a trip to The Compleat Baldwin Brass Center and its “sidekick” The Baldwin Kitchen & Bath Design Center. This gem of a shop and design center is right in the heart of a town revitalization that has been taking place on Penn Avenue since 1999.

On a crisp November evening, the NKBA was lucky enough to discover the charming town and welcoming Baldwin Brass Center/Kitchen & Bath showrooms, owned and operated by Nancy Campbell since 1991. Nancy sponsored the meeting and treated her guests to hand-selected wines and beverages along with a wonderful catered meal while we learned of Nancy’s entrance into what was, originally, her husband’s business and successful career with Baldwin Brass.

However, the moment you step through the doors of the exquisite retail showroom, you can tell that Nancy is behind all of the merchandising and displays that beckon you to browse and buy! A bevy of beautiful Baldwin Brass items and hardware are featured along with clocks, kitchen cookware, furniture, lamps, object d’arts, collectible ornaments & more.

An annex to the shop leads you into the upscale Baldwin Kitchen and Bath Design Center where Chad Hunter, NKBA Mid-Atlantic Chapter VP of Government Relations, designs and manages kitchen and bath projects for their customers. Jason Schaedler, Sales Manager, greeted us and gave us a tour of their Toto product line, faucet offering, and cabinetry lines including Craft-Maid from Reading PA.

Prior to the meeting, Cecilia Herr, manufacturer’s rep for Craft-Maid Cabinetry, organized a fascinating tour of their Reading factory which was very much appreciated! “Hot Trends…Hardware Solutions” presented by Aaron Brueck, Baldwin territory rep, closed the evening. Many thanks to Nancy & her staff for an educational & entertaining event!
Recent Member Events — October 2012...

Ellen Cheever, CMKBD, ASID, CAPS

Wilmington, Delaware

In October, **A New Design Approach** was the focus of 2 Seminars presented by renowned kitchen, bath, retail showroom & tradeshow designer Ellen Cheever, CMKBD, ASID, CAPS, to NKBA members and guests in Wilmington, DE. The event was held at the restored, historic Rockwood Carriage House on the grounds of the Rockwood Mansion built in the 1800’s and famous for it’s naturalistic “landscape gardens”.

Ellen began the afternoon session with **“The Live-In Kitchen”** which focused on a “floating approach” to kitchen design. By eliminating walls and positioning the kitchen in the center of a space, it becomes the “hub” of adjacent activity and family gathering centers that surround it.

**Jenn-Air** sponsored the event along with vendor tabletop displays co-sponsored by **Art for Everyday**, **Green Demolitions**, and **Cosentino**. Guests enjoyed hors d’oeuvres and complimentary beverages, while visiting the vendor tables and learning about their products and services.

The interactive evening seminar began during dinner. In **“Presenting Your Design Solutions to the New Consumer”**, Ellen outlined an 8-step approach to the design process which employs an option-based planning method and time-saving techniques for the designer when offering value-based solutions to prospective clients.

The event concluded with all attendees in agreement that they had gathered new information from the vendors and had learned many new concepts from Ellen Cheever that would serve them well in their professional life.

*Thanks to all who made this event possible!*
Recent Member Events — September 2012...

What "Drives" Inspiration? Ardmore, PA

Etceterini Plus
small, cool, and unusual
European from the 50's and 60's
Affordable Classics Preferred
Michael Kersnick  mak6@psu.edu

Parking provided by:

The September 2012 NKBA membership meeting took place at Etceterini in Ardmore, PA—a small, cool, unusual venue where Michael Kersnick unveiled his private collection of rare and exotic automobiles for our Chapter. Their trendsetting colors and silhouettes often inspire Bill Noval when he is designing unique and one-of-a-kind kitchens for his clients at Spyglass Design in Hopewell, NJ. Bill captivated his audience with a fascinating presentation exhibiting how great design ideas throughout history are driven by movies, art, literature and, yes, automobiles! Complimentary beverages, catering by Jimmy's Barbecue, and a great turn-out made this a memorable evening that helped fuel the imagination of the attendees to drive their designs in a new direction! Many thanks to Michael for sharing his collection, Bob Taylor, who orchestrated the event and to our generous sponsor, Gerhard's Appliances!

Many Thanks to our Generous Sponsor!
WANTED! — NKBA Meeting Tabletop Sponsors

Do you have a new addition to your product line or a service you can offer to our members? Please take the opportunity to present information about your company during the networking hour of our monthly NKBA meeting by registering as a Tabletop Sponsor.

For Upcoming Meeting Dates & NKBA Mid-Atlantic Chapter Sponsorship Opportunities:
Please contact Bob Taylor, VP of Programs
bob@apollograniteandmarble.com
(610) 363-0640
A Special Thanks To Our Generous Sponsors 2010 — 2013!
2013 NKBA Mid-Atlantic Chapter Calendar

2013 Events Planner
Engaging...Entertaining...Educational

January 2013
January 8—5:00PM—9:00PM
NKBA Holiday Party
“Ring in the New Year”
Avalon Carpet, Tile & Flooring
King of Prussia, PA

February 2013
February 12—5:00PM—8:00PM
Mid-Atlantic NKBA Chapter Board Only
2013 Planning Meeting
Strategic Planning for 2014
Embassy Suites
Wayne, PA

March 2013
March 12—3:30PM—4:45PM
Board Meeting
5:00PM—8:00PM
Mid-Atlantic NKBA Meeting
Weinstein’s Kitchen & Bath Showroom
Willow Grove, PA

April 2013
April 19-21
KBIS 2013
New Orleans, LA
Ernest N. Morial Conv. Ctr.
“Transforming Life at Home”
No Meeting Scheduled

May 2013
May 14—3:30PM—4:45PM
Board Meeting
5:00PM—8:00PM
Mid-Atlantic NKBA Event
John Morgan, NKBA National President—Topic/Technology
Location TBD

June 2013
June 11—3:30PM—4:45PM
Board Meeting
5:00PM—8:00PM
Longwood Gardens—
“Design Within Nature”
Kennett Square, PA

July 2013
No Meeting Scheduled

August 2013
No Meeting Scheduled

September 2013
September 10—3:30PM—4:45PM
Board Meeting
5:00PM—8:00PM
Mid-Atlantic NKBA Meeting & NKBA Susquehanna Chapter
The Fretz Corporation
Philadelphia Navy Yard

October 2013
October 1—4:30PM—5:30PM
Board Mtg—Teleconference
October 8—3:00PM—7:00 PM
Mid-Atlantic Education Day
Multi—Info Seminars
Location TBD...

November 2013
November 12—TBD
Details to follow...

December 2013
December 10—5:00PM—8:00PM
“Holiday in Glenside”
Gerhard’s Appliances
Details to follow...

Please note these dates on your calendar and plan to attend your 2013 NKBA Mid-Atlantic Chapter Meetings & Events
Check for meeting details in Constant Contact mailings and on the web:

nkba.org
midatlanticnkba.org
2013 NKBA Mid-Atlantic Chapter Board

Patricia Nunan, CKD, CKBR, CAPS  
President  
LIFESTYLES DESIGN INC  
(610) 754-1444  
pat@lifestyles-design.com

Barry R Tunbridge, CKD  
Chapter Representative  
DU-CRAFT  
(732) 681-8355  
barry@ducraft.com

Carol S. Fitzgerald, CKD  
VP Communications  
CAROL~DESIGN  
(610) 608-1291  
caroldesign1009@gmail.com

Bob Taylor  
First VP Programs  
APOLLO GRANITE AND MARBLE LLC  
(610) 363-0640  
bob@apollograniteandmarble.com

Danielle M. Kates  
Secretary  
WINTERHOUSE FURNITURE INC  
(215) 249-3410  
dkates@winterhouseinc.com

Nabil A. Abdul-Aal, CKD,CBD,CAPS  
Treasurer  
DESIGN SOLUTIONS INC  
(302) 834-2350  
nabdesign@comcast.net

Stephen Sikora  
VP Strategic Planning  
YOUNIQUE INTERIORS  
(732) 256-4215  
spsikora@optonline.net

Debbie Schaeffer  
VP Membership  
MRS G TV & APPLIANCES  
(609) 882-1444 EXT 102  
info@mrsgs.com

Stephen Sikora  
VP Government Relations New Jersey  
YOUNIQUE INTERIORS  
(732) 256-4215  
spsikora@optonline.net

Carol J Cherry, CKD  
VP Academic Relations  
CHERRY'S DESIGNS INC  
(609) 654-4800  
ccherry22@verizon.net

Joseph A. Giorgi, Jr, CKD  
VP Government Relations Delaware  
GIORGI KITCHENS INC  
(302) 762-1121  
jgiorgijr@giorgikitchens.com

Bonnie MacDonald  
VP Professional Development  
BONNIE LYNN INTERIORS INC  
(267) 239-7484  
bonnie.macdonald3@gmail.com

Chadwick Hunter  
VP Government Relations Pennsylvania  
BALDWIN KITCHEN AND BATH DESIGN CTR  
(610) 373-1177  
chadwickhunter@gmail.com

Anna Maria Vona  
Immediate Past President  
CARMANA DESIGNS LTD  
(215) 952-0133  
annamaria@carmanadesigns.com

www.NKBA.org/Chapters/MidAtlantic

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.