

NEWPORT BOWL SHAPE OASIS UPDATE



Available immediately is the [Newport Bowl](#) (a smaller nonrecessed bowl option) in our custom Oasis program. We are including a new Oasis order form and the spec pages reflecting other minor edits to specs. We have added the option for a sidesplash to be ordered straight so it can be used as a loose backsplash or sidesplash. Also please note we have discontinued the waterfall and rope edge. If you have these edge profiles shown on any displays you can order product through August 14th. After that these edge treatments will no longer be available. Updated display boards for bath selection centers will be available in the next few weeks. Please review the new custom Oasis form.

BOO TIP OF THE MONTH

When ordering Freestyle UFM (Universal Framed Mirrors) or UMC cabinets make sure to first choose Freestyle as the door style. Also if ordering Osage or Riverside in Linea choose Osage X or Riverside X.

BERTCH TO OFFER NEW QUARTZ TOPS!

When three of America's leading manufacturers in their respective product categories team up to bring a new product to market, you can bet it's going to be a winner!

We're excited to announce that effective August 31, 2020, Bertch will be providing pre-fabricated Daltile quartz tops with Kohler's Caxton rectangular bowl mounted in place as part of our Bath cabinet program.

The new quartz tops will be available with the same lead time as other Bertch Bath products and will be able to be combined with your regular vanity and cast polymer orders making it even easier to meet minimum order requirements.

Quartz has overtaken the countertop segment as the material of choice due to its durability, color consistency and beautiful appearance. And now we've got it for you ready-to-install without the high cost of field fabrication.

This confluence of name brands offered from a single source is an incredibly unique offering that you are not likely to find anywhere else! Take advantage and get these in your showrooms as soon as possible!



KOHLER

Kohler Caxton vitreous enamel bowl (white)

daltile

Daltile quartz tops 25", 31", 37", 49", 61" and 73" widths; 22" depth White Ice (shown) and Simply Grey. Multiple faucet drilling configurations available

Bertch

Pairs beautifully with the Bertch vanity of your choice!

 Bertch®

VS.

THE COMPETITION

Bertch's Bath program is a relatively simple program with tons of options available. Many of you may not even think about it - it's so easy and flexible!

- Asymmetrical Drawers Right or Drawers Left or Middle
- Depth either 18" or 21"
- Height 31" or 34 1/2"
- Widths in 3" increments from 24" all the way up to 48" 6" increments up to 72"
- Many solid wood options, including walnut, rustic alder, and quartersawn oak
- Tons of Door styles
- Framed and Frameless Skus
- Wall mount or vanities with legs
- Matching framed mirrors and lights, linen cabinets and wall mount shelves
- Corner vanities and medicine cabinets
- Multiple bowl and top options, including cast polymer and quartz

BATHBYLINES

PO BOX 2280, WATERLOO, IA 50704 • TEL: 319.296.2987



SUMMER 2020

TEXTURED 3-D LAMINATE OPTIONS ADDED TO LINEA

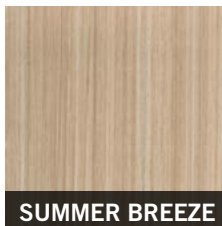
The technology in 3-D laminates just keeps getting better. For our dealers that handle our Kitchen+ Elan Series, you've seen some of the incredible textured 3-D laminates now available. They've become so realistic, one almost has to touch them to know for sure they're not real wood.

We're excited to announce that we're adding two of the Elan Division best sellers to the Linea Bath offering: [Silver Wolf](#) and [Summer Breeze](#).

These are definitely some looks you'll want to display in your showroom! Consider adding a Wall-Mount display in your showroom in Silver Wolf or Summer Breeze. Both the style and the new laminate finishes are on point with today's hot-test contemporary bath trends.



SILVER WOLF



SUMMER BREEZE

BATH MERCHANDISER GETS MINOR FACELIFT

We are working on an upgrade package that will include a new base cabinet featuring the Linea's new dovetail drawer box. Showrooms should remove the old standard Linea base which has been discontinued. We will be sending new options boards that have the wave and rope edge removed, as well as new Crown and Leg option boards. Take the opportunity to update your samples. How about adding a walnut sample or two, don't forget the 2 new foils in Linea that are being introduced above. Remember Linen has switched to Eggshell and Light Mahogany has been discontinued. Are your color chips current? Does your showroom reflect the current trends in your area?

DISINFECTANT WIPES ON WOOD



In today's COVID-19 world, production of disinfectant wipes has increased exponentially. People are using them on every surface, nook, and cranny in their homes and work spaces. The question is: Are they safe to use on your wood cabinets?

The answer: Yes! Just remember to follow some simple guidelines:

- Wipe surfaces with a soft, damp cloth prior to applying disinfectant. Dry with a separate soft cloth, or allow to air dry.
- Apply disinfectant lightly, once surface has dried.
- Allow to dry for 15 seconds to 1 minute, then wipe with damp cloth. Do not allow chemical cleaner to stay on surface indefinitely.
- If mixing your own solution, NEVER apply straight bleach to any finished wood product. We recommend using 2 oz. of bleach to 1 gallon of water. Use a clean cloth soaked in solution and rung out. Apply, then wipe dry with clean, soft cloth.

WALNUT ON THE RISE!

Door Style

1. Osage
2. Northbrook
3. Alden
4. Marcus
5. Riverside

Wood

1. Birch
2. Oak
3. Alder
4. Walnut
5. Hickory

Color

1. White
2. Graphite
3. Shale
4. Driftwood
5. Lighthouse

Vanity Top Color

1. White
2. Starlight
3. Tiramisu
4. Galena
5. Walnut Toffee

Based on sales between 03/20/20-07/31/20

SHOUT OUT FOR BDS

We would like to take this opportunity to thank our dealer service crew! We appreciate their patience and stamina during these tough times. Join us next time you chat to thank them and shout out your support to, Brenda, Randi, Carol, Kayla, and Jordyn for the great job they do each and every day.

SHOWROOM LOCATOR OUTSTANDING SALES

The virus has affected so many things we normally take for granted. Delivering our awards for Outstanding Service have been challenging as some of our dealers are still not fully open and some of our reps have been asked to limit visits or do Zoom meetings. We felt it prudent to launch a new way of acknowledging our dealers selling over \$100,000. The "Outstanding Sales Award winners" will be recognized with a gold Star and highlighted name on our dealer finder. The dealer finder helps consumers find dealers near them when a zip code is entered. The pandemic has caused a spike in internet usage. Electronic award recognition seemed like the natural choice.