

PRICE AND SPEC UPDATE

Wall Mount vanity instructions will now be included in spec book.

RIVERSIDE SALES TAKE OFF ECLIPSE DISCONTINUED

Riverside door style (Classic), along with Insignia and Prism (Linea) have taken off. Lack of sales for Eclipse (Linea) and a substantial price increase on the metal edge treatment across the doors and drawer fronts has forced us to discontinue the Eclipse styles as of August 1st. Replacement parts will be available through the same period. Please replace any displays of this style.

LEG REDESIGN ON CLASSIC V60, V72 MD & MDT

Previously our middle drawer vanities had one leg in the middle of the drawer stack. Based on dealer feedback we have redesigned this unit to have 2 legs at the edge of the drawer stack instead of the middle. There will be no price change for the extra set of legs.

POLISHED CHROME J-ARM

Available for order immediately, we have added the polished chrome finish to our J-Arm selection. The shape will be the same as our polished brass J-Arm. Simply order PC for your J-arm.

ABA IN 3" INCREMENTS

We have included that Arched Base Accents in 3" increments to match the new vanity skus introduced in January.

INCLUDED IN THIS MAILING:

Bath Bylines Summer 2012
Bath Catalog Updates
Bath Hardware Update sheet

NEED MORE NEWSLETTERS?

Call 319-296-2987

or email info@bertch.com

INTERLUDE SELECTION EXPANDING



As of July 15, 2012, we are expanding the Interlude style in furniture even further! See the enclosed spec pages for the new console style vanities, using drawers only (see page 6 furniture section). This is a very popular furniture look for companies like Ikea, Crate & Barrel and Pottery Barn. Move over, imports! Buy American, buy Bertch! A special thanks to Kymberly from Best Plumbing for her input on the configurations.

HARDWARE UPDATE

Effective August 1st, Bertch is updating our Bath hardware selection to improve your selection. With this upgrade, six vanity styles have newly updated "default" hardware (see below). If you have displays of any of these vanities using the default hardware, please contact dealer services to order new hardware for your displays! Beginning in August, newly ordered cabinets will have the new hardware choices!

Also, all cabinets will now be available with the option of "pulls" instead of knobs for a premium of \$11 list per pull. When ordering a pull, remember to order the cabinets NO DRILL, so your customer can position their pull where they wish.

In order to show the entire hardware selection, the new hardware board (see hardware update page) is available for \$337 list. If you are a Bertch kitchen dealer, this hardware board is the same as the one used in the kitchen divisions.

(Note: Juliet and Riverside hardware will remain the same, however are not options)

GABRIELLE

from 3PWC to AI-K18
Changing from a Pewter/Copper-trimmed knob to an Antique Iron Knob.

KENSINGTON

from 2PBPC to PB-K11
Changing from Polished Brass/Chrome knob to an all Polished Brass Knob

MOROCCO

from 32AB to AE-K19
Changing from an Antique Brass Knob to a simpler Antique English Knob.

PLYMOUTH

920K to SN-K11
Changing from a wood knob to a satin nickel knob.

UPTON

from 12BC to BSP-K20
Changing from Dark Brushed chrome Knob to a Brushed Satin Pewter Knob.

YORKTON

from 72PW to SN-K21
Changing from a Dimpled Pewter Knob to a Satin Nickel Knob.

GETTING TO KNOW BOWFRONTS

VANITY LEG CONFIGURATIONS

We have modified our leg installation process to open up design options.

The configuration shown at the right is two VD1818's with a VS36". We eliminated two of the legs on each of the drawer bases so the entire unit wasn't so "leggy". If you wish to achieve this same look, order the drawer bases with legs and simply remove the inside legs.



BOWFRONT ADDS DIMENSION TO DISPLAYS

Set your showroom apart by offering a bowfront option with a custom Oasis top or vessel sink!



TALL VANITIES INTRODUCED TO LINEA

Dealer feedback has requested 34 1/2" tall vanities in Linea. We are delighted to release these to you! With the addition of Linea tall we will be revamping our frameless vanity specs to increase the toekick space from 4" to 4 1/2". This will standardize the height with our classic and furniture series base units. This addition will take effect August 15, 2012.



WALL MOUNT

Be knowledgeable about our wall mount specific installation instructions when selling these cabinets. Instruction sheets are included with every wall hung cabinet, familiarize yourself with these instructions (also on Infonet). The wall will need to be notched to secure a 2X6 to the wall. Each vanity has 2 cleats. Both cleats need to be screwed to a stud every time they intersect one or the 2X6. Read the instructions before you sell one.

ORDER ACKNOWLEDGEMENTS AVAILABLE VIA EMAIL

As of June 1, you may now receive your order acknowledgements via email. If you haven't already been asked by one of Bertch's Dealer Service Representatives, call 319-296-2987 or send an email Bath@Bertch.com if you would like to enroll. Once enrolled, all subsequent acknowledgements will be emailed. Also, all Bath Online orders receive a 1% discount!

CHANGE IS GOOD!

This spring, we introduced a TON of new offerings, including 3-inch size increments, new stain colors, a new laminate color, bow front vanities, expanded furniture selections, and more!

It sounds like these updates have been a big hit with some of our dealers, and we would like to thank you for your input and congratulate you on your success!

Here's a quote from Pam at Brenner's in New Jersey: "The new sizes Bertch introduced are doing quite well for us -- good move!"

So remember, if you haven't ordered some of these "non stock" sizes that other manufacturer's are not supplying, please call the next time someone comes in needs something out of the ordinary.

4TH OF JULY HOLIDAY

Happy 4th of July to all our dealers! Dealer service will be available during the week if you need assistance. We will be closed on Wednesday, July 4th for the holiday.