

NEW! **SPRING**
COLORS, STYLES,
& SKUS!



NEW! **DISCOUNTS!**

New Colors, New Styles, New Skus!
Just in time to update your showrooms for a busy spring. Ask your Bertch sales rep about exciting discounts available for your NEW Displays.

WHAT'S SELLING?*
MARCUS DOOR STYLE
MOVES INTO TOP 5!

Door Style	Wood
1. Osage	1. Birch
2. Northbrook	2. Oak
3. Hudson	3. Alder
4. Marcus	4. Hickory
5. Zurich	5. Cherry
Color	Oasis Color
1. White	1. Solid White
2. Brindle	2. White on White
3. Shale	3. Cappuccino
4. Toffee	4. Walnut Toffee
5. Driftwood	5. Galena

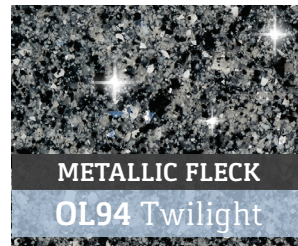
* Based on sales between 3/1/17 and 3/1/18

FROM BATH
DEALER SERVICES

As we head into our busier season, be sure you are checking your cut-off schedules on InfoNet. Delivery may change as our production levels fill up in a given week.

Reminder: The day after your cut-off date, orders get scheduled into production. Please be cautious on changes made after orders go into production as there can be a hefty fee associated with doing so. When using Bath Online, you can see changes immediately upon placing the order.

OASIS HITS THE REFRESH BUTTON



NEW! **COLORS AVAILABLE APRIL 2ND**

Six new colors are available April 2nd to freshen up your Oasis top offering and displays. The most common trends from our suppliers is adding larger particulate to granites, grays continue to be strong and also adding metallic fleck. The above samples: Starlight, Twilight and Gold Star all have a metallic fleck. Get your samples ordered today!

The price of our color chip set will be reduced to \$300.00 for 40 chips. The new color chips will be available at no charge through your sales rep for showrooms displaying our current full set. Individual colors chips will be available at \$11 list. The set of six new colors will be available for purchase for \$50 list. See the Bath Catalogue Update page included with this mailing for the colors that will be deleted. The discontinued colors will be available through May 1, 2018. Onyx and our Image Solids, as well as some of the small particulate have been discontinued.

Also as part of our refresh for Oasis we will be removing our shell and diamond bowls from the spec sheet. These molds remain on site, we are simply removing them from our current specs. If you need one of these bowl shapes we will be able to accommodate your needs.



NEW! **FULL HEIGHT DOOR SKUS AVAILABLE!**

We are excited to introduce full height vanity doors! In addition to having a great aesthetic, full height doors enhance accessibility under the sink. The spec and pricing for these new skus is included with this mailing. The new VSFHD is standard 21" depth or 18", 31" and 34-1/2"(T) height, in all door styles.



The 60" shown combines VS36FHD with 2 VDI5's.

For ease of use our full height door skus are designed to be combined with drawer units to create endless combinations and size variations as well as right or left drawers, or larger double bowl units simply by combining cabinets together.

(Door style shown in New Inset Style. See back side for details.)

BATHBYLINES



SPRING 2018

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

NEW!



DRESSER UNIT MAKES STATEMENT

Matte Black and Cobalt have become a popular solid color trend for bathrooms. Recent KBIS featured flat black in everything from faucets to cabinet hardware. Both photos are shown in Northbrook with a Venecia top from Oasis.



Design Note: The dresser vanity is designed with 2 knobs per drawer including the top nonfunctional front. Bertch vanities come with free (default) hardware. You will notice the photos are shown with pulls. If your customer wants to use pulls, specify "no drill" when ordering. This allows them to drill and place their choice of hardware wherever they wish. Dresser vanities available in 24-36" widths, 18" or 21" depth and 31" or 34-1/2" (T) height.

20/20 UPDATES

When Bertch introduces new items or corrections into our printed spec catalog we do everything we can to get these changes to you as quickly as possible! Many times that means the outside source we use to update 20/20 has not quite caught up. We have sent all the new additions to our 20/20 folks and hope to have those available in the next month.

NEW! GLOBE OPTION

Effective immediately we will be replacing our cut crystal globe with the following "clear ribbed (CR)". Our supplier has discontinued the cut crystal globe.



NEW! INSET DOOR AVAILABLE!

You asked we delivered! Meet Alden, the newest addition to Bath! Alden is an inset, five piece, flat panel door, available immediately in the Classic series, price code 3, premium construction only.

Take advantage of our display discounts for all these new items. We want to encourage you to get the new "Alden" door style, the new full height door vanities, dresser vanities, and new Oasis colors into your showrooms. Your Bertch sales representative or our Dealer Service personnel are eager to help design your new displays combining many of these new items.



Happy Spring!