



May 2009

Decorative Plumbing, Elegant Hardware, Luxury Appliances, & More for the Home

Volume 2, Issue 3

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Upcoming Events

"HBA After Hours & National Membership Day Celebration"

Skanadario will host the May HBA After Hours to celebrate National Membership Day on Thursday May 21 from 6 - 8 p.m. Enjoy food, beverages, and door prizes while networking in a casual atmosphere. The builder progressive jackpot is up to \$1300 (builder must be present to win).

This year's theme is Membership Defenders Unite.

RSVP on the [Calendar Page](#) of the [dallasbuilders.com](#) website. We look forward to seeing all HBA members on May 21.

A special thanks goes to Viking and Elkay for their support of this event.

Welcome To Our News

I have several exciting announcements to share with you in this edition.

First, we are hosting the May HBA After Hours on May 21. This event is extra special because it is also the National Membership Day Celebration and the culmination of the spring membership campaign. We are very excited to have HBA members join us for this celebration.

Second, our Facebook launch was great. We created a Facebook page in an effort to connect with our customers and have a great way to post and share photos, videos, and more. I encourage you to view our Facebook page and become a "fan." Check it out.

Next, as the awareness of green products grows and we promote it more, we are becoming more green ourselves. Our new giveaways are recycled and biodegradable.

Again, we have updates on showroom events, new products and displays, and special promotions.

As always, we value your feedback. Please share your thoughts, ideas, and suggestions for the newsletter, showroom, website, or Facebook page with us. I appreciate your previous suggestions and encouragement.

Thanks,
Jeffrey

jeffrey.goodman@skanadario.com
972-668-4663

Skanadario Helps You Plan Your Outdoor Kitchen For This Summer

With summer quickly approaching, Skanadario wrote a feature article on planning the "Summertime Heart of the Home - Outdoor Kitchens." Cheryl discusses important considerations to factor-in when planning your outdoor kitchen. Grill options alone include size, burner type, gas type, infrared and rotisserie options, side burners, and installation (cart vs. built-in).

Skanadario: Where Did the Name Come From?

Skanadario (rhymes with Ontario, as in Lake Ontario) is the Iroquois Indian word for "Beautiful Water."

Experience our showroom for your next project and make "Beautiful Water" for your home.

Come See Us

See our complete decorative plumbing, elegant hardware, and luxury appliance displays.

Skanadario is located at:

9750 John W. Elliott Dr.
Frisco, TX 75034
(Main St. & Tollway)
[Google Maps](#)

We're open

Mon-Fri 8am-6pm
Sat 8am-1pm

P 972-668-4663
F 972-668-1054

We're In the News

The Established Expert About "What's In," is Also the Expert In "Making Life Easier" for Customers - Building Savvy - June/July 2009

[No Room For Gloom: Frisco Businesses Focus on Basics to Stay Above Economic Fray](#) - Frisco Enterprise - 3/26/09

All Previous Articles:

[Skanadario.com - News Page](#)

We're on Facebook: Become a "Fan"

Skanadario Facebook Page is off to a great start! Check it out and become a "fan."

[Skanadario on Facebook](#)



We will use our Facebook Page as another way to communicate with you, share ideas, and interact with each



Lunch & Learns

To Our Trade Professional Customers

Our monthly lunch & learn for our trade professional customers continues. We provide lunch and have an opportunity for one of our manufacturers to inform us about new products, designs, technologies, certifications, and more.

Our March lunch & learn was with Brian Martines from Miele. Brian talked about new features in the Miele product line include "Clean Touch Steel," new dishwasher features, new coffee maker features, and Miele's green manufacturing practices.

Our next session will be May 28 with Kyle Ford of Focus Kitchen & Bath Sales. Kyle will discuss California Faucets and Acryline air-jetted tubs, including their new products, designs, and technologies.

If you would like to join us for the session, please call. We hope you can join us.

If you have ideas or suggestions for future lunch & learn topics, please let us know.

Recent Events

"Kick Off Spring Cleaning"

In celebration of spring time and our launch of Miele vacuum cleaners, Skanadario held a kick-off spring cleaning in the showroom. The event featured our new display of Miele vacuum cleaners including the all new S7 upright vacuum cleaner. Additionally, we talked about Miele's other cleaning products including dishwashers and laundry sets.

Live Green Expo

Outdoor accessory categories have expanded to include everything you might need that is available inside. Important elements to consider include outdoor refrigeration (beer, wine, beverage, ice), additional cooking (side burners, ovens, smokers, warming drawers), and storage (cabinets and drawers).

Read the [full article](#) about outdoor kitchens.



What's a Bidet Seat? Why Use One?

Based on the interest and curiosity we experienced at the Live Green Expo about the bidet seat, we present a little more information about them here.

Water is the best way to clean just about anything. We use it to wash our bodies because it's effective, comfortable and leaves us feeling refreshed. In fact, it's hard to imagine washing without it. You certainly wouldn't use dry paper to clean your face or a dirty dish. Yet, when we go to the toilet we use dry paper to clean the most sensitive areas of our body. In truth, toilet paper is abrasive, unsanitary and just plain ineffective.

The Brondell Swash high-tech toilet seats combine innovation and design to bring a new level of luxury and hygiene. Better than a conventional toilet seat or bidet, the Swash delivers a warm water wash with temperature, pressure, and pulsation adjustability to provide a gentle and soothing cleansing, leaving you feeling shower fresh at the push of a button. Its hygienic benefits can be enjoyed by anyone: male or female, from children to the elderly. Some models offer heated seats and warm air dryers. This Swash makes your bathroom experience more comfortable and clean.

Additionally, a Swash only uses about 5-7 cents of electricity per day - even less when the power saving feature is activated.

other. We will post additional photos from the showroom including new displays, events, additional display specials, and more. We'll post videos and links we think you'll be interested in. We'll post our event calendar. There's a lot more we can do. Let us know what you want to see.

We want you to participate too. We want you to upload photos and videos of your projects that we've done together. We want you to write reviews and participate in discussions.

If you have trouble with the Facebook link above, just sign-in (or register if necessary), and then search for "Skanadario."

Skanadario Continues Green Promotions

Based on the great feedback we received at the Live Green Expo, Skanadario will continue its show special promotions through the end of May. Act now to save and go green.

American Standard Dual Flush Toilet (Tank, Elongated Bowl w/ Concealed Trapway, and Seat)
Normal Height: \$239, Right Height: \$279



Brondell Bidet Seats: S250-EW BRONDELL Swash 250 Eco Advanced Toilet Seat - EL White (battery operated) \$292. All others (electrical required) additional 10% off.

Bosch appliances: 10% off Bosch appliances including the water and energy-efficient dishwashers and laundry.



Rebates & Promotions

Many of our appliance lines are offering rebates and promotions.

Viking - Buy 6 major pieces for one job, get 8% off. Complimentary products like U-Line, Asko, and a few others included. Ranges count as 2 pieces.

Bertazzoni+Asko=Faber - Buy a Bertazzoni range and Asko dishwasher, get a Faber hood.

Thermador - One Two Free - Buy a range or oven and cooktop, get a dishwasher. Add a refrigerator, get a hood.

Skanadario had a booth at the Live Green Expo in Plano on Saturday April 18 at the Plano Centre. Over 15,000 people attended the Expo. Our booth was busy all day long. Thank you to those that attended and visited our booth. We demonstrated an American Standard Dual Flush toilet, a Brondell bidet seat, and the new Miele S7 vacuum cleaner. We served coffee with a Miele coffee maker, and we presented other green products discussed in our green remodeling feature article such as low-flow faucets and showerheads, tankless water heaters, and water/energy efficient dishwashers and laundry.



[SEE MORE PICTURES](#)

What's New in the Showroom

In our ongoing effort to keep the showroom fresh with exciting new products, we have new displays.

Porcher Cirque Vessel.



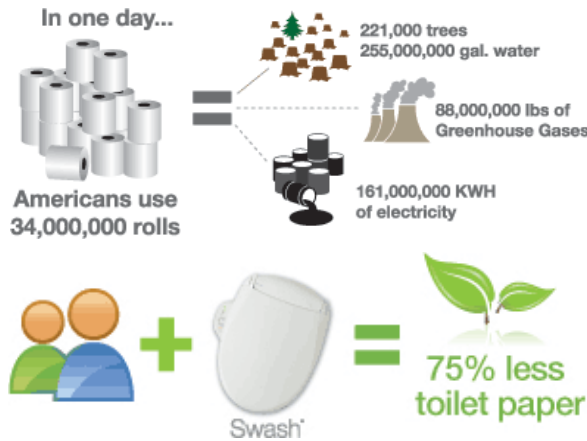
New honey onyx stone vessels from de la Frontera and Stone Forest.



Our Miele vacuum display.



Eco-friendly: The Swash reduces toilet paper consumption 50 - 100%. The United States uses over 3.2 million tons of toilet paper annually. 54 million trees per year are cut down to keep up with demand. In addition to deforestation, the production process itself is very destructive.



Watch a [video](#) of Brondell Bidet Seats in action.

New Products & Product Lines

AMERICAN STANDARD INTRODUCES DOZENS OF NEW PRODUCTS

With the launch of its spring catalog, American Standard introduced dozens of new products in several categories, including kitchen faucets, bath/shower products, tubs, toilets, and more.

In kitchen faucets, Am Std launched the Pekoe Collection and the Arch Collection. The Pekoe offers several pull-out and pull-down configurations plus a semi-professional style option, and a unique extender swivel spray option. The Arch also offers several pull-out options plus a coordinating soap dish.

Miele - Buy a set of Super Large Capacity Laundry, get a set of Miele Care products

Asko - \$100-\$200 rebates on certain dishwashers and washing machines.

Bosch - \$100-\$150 rebate on certain laundry sets.

Several cities have rebates available for certain water and energy saving products.

Plano - 10% rebate on Energy Star appliance purchases.

Allen - Rebates on low-flow HET and dual-flush toilets (e.g. American Standard). Rebates on water saving dishwashers and washing machines (e.g., Bosch, Asko, Miele).

Limited time offers. See showroom for details.

New on Skanadario.com

Our link to our Facebook Page.

[Skanadario.com - Showroom - Features](#)

Take Me Home! Display Specials

These plumbing and appliance displays are marked down for clearance to make room for new products. Give us a call to learn more.



American Standard Petal Vessel and Linkasink Magic Square Vessel



Porcher Blue Carnivale and Linkasink Nickel Wok w/ Blue Tile



KWC Deco Faucet



See all of the showroom pictures!

Skanadario.com - [Showroom Tour Page](#)

We have everything from economy to luxury in plumbing, hardware, and appliance lines. We have something to meet your needs for every budget.

Green Giveaways

As we promote more green water- and energy-saving plumbing and appliance products, we are trying to be more green ourselves.

Our new giveaways will be green. We will soon have a kitchen jar opener/hot pad that will be made from 100% recycled tires. So, when you're cooking on an appliance that you got from us and open a jar, you will think of us and can be thankful that you're using a recycled product.



Our new pens will also be green. While still in our trademark translucent blue, they will be made from corn. An extraction from corn starch is made into plastic pellets that are then molded into pens. After use, they are biodegradable and will compost in the soil.

Marketing Partnerships

To Our Trade Professional Customers

If you would like product pictures, specifications, and pricing that you can use in your presentations to your clients, please let us know. We can work together. We're here to help.



In bath and shower faucets, all American Standard lavatory faucets come standard with 1.5 gpm flow rates, saving 30% water and earning the EPA WaterSense label.



For tubs, American Standard added chromatherapy to its luxury whirlpools and air-jetted tubs and now offers a combo with both systems available. They also introduced new economy tubs & walls, that work well for more moderate priced budgets. To address aging populations and safety concerns, American Standard now offers walk-in safety baths too.



Viking 48" Range



Asko Dishwashers



Porcher Faucets

Full list of display specials on our [Skanadario Facebook page](#).

The Bottom Line - We're Here to Help

Skanadario's exquisite product selection ranges from international designer lines to local, Texas-based artisans and companies. More importantly, our showroom features outstanding service, extensive product knowledge, helpful working displays, attention to detail, and complete follow-through. Please let us know how we can help. We look forward to working with you on your next project.

Customer/Project Profiles

To Our Trade Professional Customers

We want to start profiling you and your projects that we've done together. If you want to share, please let us know.

For toilets, American Standard introduced several new collections at various price and performance points. At the high performance end, the new Titan series offers excellent performance and a few new styles that differ from the Champion4 series, including a triangle tank for corner applications. The Cadet3 series has several new designs including the Antiquity 1 piece, and Studio tank that coordinates with the Studio furniture pieces. The Cadet3 Flowise 1.28 gpf expanded with additional options as well. A second dual-flush option, the H2Option, adds a new style and offers bone and linen colors for a dual-flush. For moderate price/performance options, American Standard now has Evolution2, Colony FitRight, and ChinaLUX, which replace older discontinued models.



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