



The View From Our Studio

It turns out that the Oregon Copper Bowl studio is the perfect place to spot trends. Our diversity of designs and finishes give us a high-level view of where consumers are headed when it comes to equipping their kitchens and baths.

Based on the inquiries we've received, custom orders, and total sales, here are a few trends we note:

All luster and light, nickel's a hit

It seems that just about anything looks good in nickel, and consumers second that. We're seeing a surge in requests for nickel basins and bowls. Satin nickel is

out-selling bright nickel, perhaps signaling the continued trend to under-stated elegance. Still, bright nickel has a fond following and appears to capture the interest of those with more modern or contemporary tastes.



Columbia Farmhouse

We're proud of our nickel finishes, all of which are plated on our heavy-gauge, fine quality copper. We are the only studio to use electro-less

continued on back

From the Founder



Before Oregon Copper Bowl Company was officially launched, I had a lot of research to conduct and decisions to make. From suppliers to manufacturing and customer service, I was starting with nothing more than a few loose alliances.

In contrast, my vision for the company was much more clear. We would design and craft the finest copper sinks available. From start to finish, there would be no compromise. As you can imagine, my vision dictated many of my business decisions.

- It's exactly why we rely on certified copper from American mills.

- It's exactly why our Oregon studio is staffed with talented individuals who impose the highest standards on themselves.

- And it's exactly why you talk to highly trained, courteous and personable people when you call our office. You know that you can count on us to reach beyond the standard

levels of service to ensure that your questions are answered completely and any issues are resolved. Not only that, we have the authority and the will to make decisions that help your business.

All of these decisions cost more. From certified pure copper to talented artisans, a focus on quality, teamwork, and service, we spare no effort to ensure the quality of our hand-crafted products.

Yet every time I inspect a finished bowl, it's apparent to me why we do it. From the time we ordered the copper to the moment it arrives in your hands, we've taken the extra steps that were necessary to make something truly unique and of unmatched quality.

I always like to share a story that might be of use for you as you work with buyers and specifiers. This bit of insight isn't as focused on specifications and process as some, but I am convinced that when people understand the level of quality poured into our designs they will value and covet one of our sinks that much more. And that works out for all of us. ☺

Lance Hull

The View, continued

nickel – a material that costs approximately three times as much as electroplated nickel but is well worth it when a satin finish is called for. Electro-less nickel plates in an even thickness all the way to the bottom of the basin. It is also extremely durable and it holds up beautifully to our intense hand-worked satin treatment. Our special process makes for an exceptionally refined, non-directional satin finish.

Aprons - not just for the kitchen anymore

Our farmhouse sinks with aprons have been a favorite with our customers for many years but over the past year, we've seen an intensified interest in aprons on all sorts of basins. We've gradually added apron options to a variety of sinks. We recently unveiled a full apron option for our Klamath and Willamette basins for kitchen and bar settings. We've also



Yaquina, Antique Copper Patina, Hammered Apron Half-Height, Full Surround Apron

created some stunning custom designs that show off full and half-apron fronts and, in a twist on tradition, employ what we call a surround apron.

Adding a half apron does really interesting things to some of our more classic designs. "We were experimenting with the idea and took the Yaquina and gave it a hammered half-apron around the whole bowl," says founder Lance Hull. "It rests in a counter and hits this really nice aesthetic that's part vessel, part standard drop-in basin. We really like what this option does for a basin."

Sales of aprons – full, half or anything in-between – are up and we're expecting to see consumer inclinations lean that way for the long-term. In our estimation, aprons are a classic interpretation and therefore, a look that's here to stay. ☺

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OREGON COPPER BOWL COMPANY
The Original - Handcrafted in America.

In the Field:

Imagine our surprise when, browsing through the thick, glossy "50 Dream Baths" published by Better Homes and Gardens, we spied our Santiam sink spotlighted in several spots throughout the publication. Interior Designer Sherry Hayslip put not one, but two, of these vessels to work in bright nickel in her Dallas master bathroom. The vessels are striking against the warm mahogany klapbuffet that serves as a vanity.



Editor's note: We always enjoy seeing our creations in their final environment and we'd like to show off the work of designers and architects around the country. Please send us your projects so we can share them in this newsletter. Just email a short description and a high-resolution photo to: info@oregoncopperbowl.com. ☺

New Arrival



We don't have just one new design for you this year – we're rolling out a new option that significantly multiplies our offerings. With our emphasis on fulfilling custom requests, we have witnessed first-hand what customers are wanting on sinks of all sorts: aprons.

What started as an option that was specific to farmhouse sinks has become such a common request that we are pleased to announce that apron options are now available on almost all of our kitchen and lavatory designs.

Besides the classic full-height aprons, we are excited to offer aprons at what we call "half-height." Both the full and half-height apron options can be specified as full-surround aprons on any of our round basins. The full-surround is also available on all rectangular or square designs. ☺



Yaquina, Antique Copper Patina, Hammered Apron Half-Height, Full Surround Apron

Q: I love the look of nickel, but I hear it can be difficult to maintain. Customers seem to be opting for nickel more than ever before, and I want to be able to answer their questions about care.



Yaquina - Wet Bar / Prep - Bright Nickel

A: Nickel is a popular finish, but it does require more attention than some other finishes. Whether you choose bright or satin nickel, be sure to set realistic expectations: nickel is not as carefree as stainless steel and it can scratch. On the other hand, it has a purer, whiter sheen, and definitely shows attention to detail and an appreciation for quality. It's simple to keep nickel looking its best by periodically applying Flitz Faucet and Fixture Wax. When the time comes to polish the nickel, use a soft cloth and Flitz Metal Polish.

Studio Quarterly is a publication for the dealers and specifiers of Oregon Copper Bowl Company creations. Our mission is to provide relevant news and information you can use. We welcome your comments at info@oregoncopperbowl.com. To be added or removed from our mailing list, please call 541-485-9845.

Copper Endures, Endears

With all the attention that copper is getting in the "shelter" and home interior publications, it would be easy to overlook its long history of usefulness, not to mention beauty. But with roots dating as far back as 10,000 years, it's hard to ignore its longevity or ability to endure the ages.



As a reminder of the history of his craft, Lance collects ancient copper coins and other pieces of copper's past. The coins shown here are from his collection.

The first thing that comes to contemporary minds when we hear "copper" is the copper penny. The use of copper for coins is ancient, dating back to the Greeks, who used several copper coins. In contrast, the Romans had a large variety of copper money. The very earliest currency was more crude than coins; it took the form of copper or bronze cast bricks, stamped with the figure of an ox.

Every dimple that you see in one of our basins comes from an individual hammer strike. "We carefully select a hammer that correlates with the size of the

Besides currency, copper was worked into all sorts of items, including essentials such as cookware, tools, knives and even a sort of "sand sled" for transportation. The tombs of the Egyptians have yielded many examples of copper art and craftwork, and pieces have been found in Iraq that date as far back as 8,700 B.C.

So when we talk about the timelessness and toughness of our work, we at Oregon Copper Bowl can't help but be humbled by the long history of work that preceded ours. "There's a certain sense of responsibility that comes with working in copper, in my opinion," says founder Lance Hull. "To be able to use our modern techniques to create works of even finer quality is something that our studio takes seriously." ☺

In the Studio:

With words like "texture" and "variation" on the tips of homeowner and designer tongues alike, it comes as no surprise that 70% of the sinks we make at Oregon Copper Bowl Company are ordered with a hand-hammered finish. From antique brass to polished copper and beyond, buyers are embracing the pebbly, but smooth texture that comes from hand-hammering alone. "Having a smooth hammered texture sounds like an oxymoron," admits Kathy Baule. "But when you run your hand along the inside one of our bowls, you'll know what I mean."



Every dimple that you see in one of our basins comes from an individual hammer strike. "We carefully select a hammer that correlates with the size of the

sink, and we go to work," says artisan Bill Holderfield. "The trick is to obtain a uniformity from top to bottom and side to side. Sometimes you'll see hammered bowls with what we call a "spiral effect" and that's exactly what we're trying to avoid."

With dozens of ball-peen hammers and a sound-proofed room at hand, our artisans spend several hours on an average bowl. "The trick is knowing when you're done," Lance Hull explains. "There's a definite line between hammered and battered," he says. "We're trying to bestow texture and interest, not imply an overly distressed object. These are beautiful, valuable objects."

The studio's artisans know the hammering is done. "You want to see the bowl and its texture as one. You want to take it all in at once, so that it's one part form, one part finish and one part texture, all working together. I've seen a lot of examples where you're looking at a bowl that's been hammered but it doesn't seem to work together, visually speaking." ☺