

THE HISTORY OF KOHLER CO. ADVERTISING



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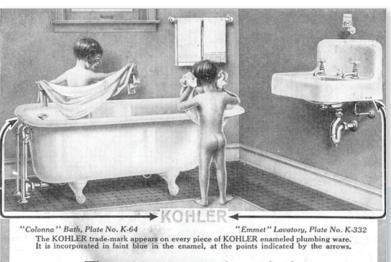
1915-1919 Kitchen & Bath 4
1920s
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1930s
1940s
Kitchen & Bath 32 1950s
Kitchen & Bath 44
1960s
1970s
1980s
Kitchen & Bath 96 Hospitality & Real Estate.
1990s
2000s

"Let us prove to the world that good taste, good art, and good writing can be good selling."

— Bill Bernbach

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The attractiveness of your bath room will be enhanced by

KOHLER **Enameled Plumbing Ware**

One quality-the highest. The enamel is purest white. Every KOHLER bathtub, lavatory and sink is cast in one piece.

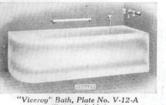
With this hygienic construction there are no plates to be adjusted, no joints to spring apart, no cracks to col-lect dirt and make cleaning difficult.

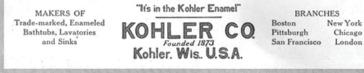
The "Colonna"

This regular style bathtub is an excellent example of KOHLER ware. With the "Emmet" lavatory it completes an attractive combination for the modest priced home or apartment.

The trade-mark, permanently incorporated in the enamel of every KOHLER fixture, is our guarantee of quality and prevents substitution of inferior ware.

Send us the name of your architect and plumber, and let us mail you a free copy of our interesting illustrated booklet, "KOHLER OF KOHLER," the story of a community devoted to the manu-facture of enameled plumbing ware.





Through this spirit KOHLER_® products have set and attained their enviable mark."

1915 - 1919

"Scarcely four miles from Sheboygan, Wisconsin, U.S.A., stands the town of Kohler, home of the world-famed enameled plumbingware that bears its name.

Here is an independent community imbued with the spirit of achievement, yet untrammeled by aught that tends to hinder fullest self-expression.

> - Advertisements in The Literary Digest and The Saturday Evening Post, February 1919



1916





1916

Ander Fammel Wite in Animore Medica and Anima

KOHLER CO.

"It's is the Mabler Ensuel"

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1919





Designed by Ely Jacques Kahn, Architect, New York, Plambing fistures, with their metal fittings, designed and executed by Kohler of Kohler

In the Metropolitan Museum of Art - Exhibition of a modern bath and dressing room

beauty in the modern home could hardly be more strik- trate how comfort parallels beauty. ingly emphasized than it is by this room by

Mr. Ely Jacques Kahn in the current Exhibition of American Industrial Art at the heart of the jet that Kobie fanner chromium-plated fittings - faucets, handles, Metropolitan Museum, New York,

That the bathroom was chosen as one of the typical rooms to be shown in this internationally important exhibition is in itself an eloquent fact. The manner in which this room unites artistry with logical simplicity demonstrates the wisdom of the choice.

The walls are of glass. The floors are of special yielding rubber. Radiators are recessed behind tiled grilles, and over their warmth

= 1929, Kolder Co.

THE new importance of the bathroom as a place of hang the towels. Such thoughtful details throughout illus-Into this setting are introduced a Kohler



and escutcheons-also of Kohler make, in the graceful Gellini design. These Kohler contributions are in patterns available to all. Kohler fixtures of modern style and beauty -in lovely color or lustrous white-are made for simplest bathrooms as well as costly ones. Write to Kohler Co., Kohler, Wis., for a free 72-page book, in color, showing fix-

tures for bathrooms, kitchens, and laundries, with color schemes, floor plans, and prices.

KOHLER Co. Founded 1873 + Branches in Principal Cities + Shipping Point, Sheboygan, Wis.



"The Kohler exhibit at the Metropolitan is just another indication that American engineers and manufacturers are making real contributions to modern design. When the general run of American manufacturers are convinced—as the Kohler people are—of the value of art in industry, they will introduce into all the furnishings of the home... the same splendid serviceability and convenience which have made the world admit that the American bathroom is a thing of beauty."

1920s

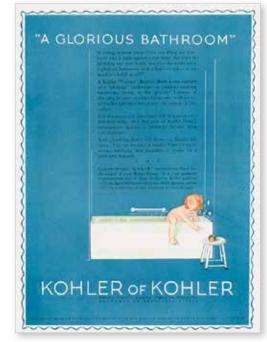
- Holgar Cahill, Metropolitan Museum of Art, 1929



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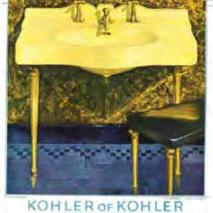


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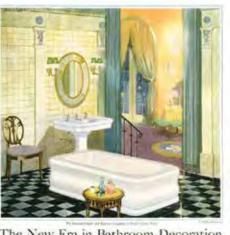
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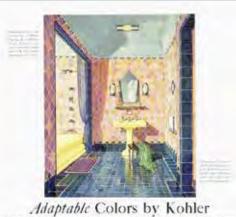


The New Era in Bathroom Decoration there is no set of the set of

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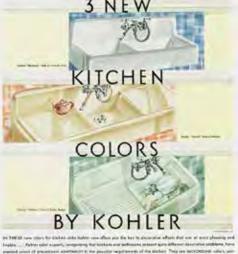


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The Welcoming Lights of Home

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POWER

PAGE 19



Recercit The rear of an airplane enginet, the cheve of a far-chad ground cryse, and Byrd is all for the pole! As he wrings his way across the fraces children, a message is fladed across 12,000 miles of space a sixteenth of a second does it.

House before the intropid adventurer again lands at his barr, an anxious world is reading, hearing and talking about his latest open of the air.

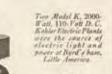
Kobley Plants furnished the current with which to broadcast those radio messages to the outwide world. In addi-tion they provided light for the men's quarters during the long dark period; illuminated the baseon light which puded scouts on the harardons job of examin-the ice ands unvided current for exchange fenine accord on the advanced to so or examining the ice pack; provided current for carbon-arc lamps used to give the men artificial sunlight treatments. Whatever job required electricity was door preputity and thoroughly, thanks to the faithful service of Kohler Plants.

Byrd chose Kohler Plants because they had proved reliability under accurate tests. In prac-tice he found them all he had hoped for - reggod, sturdy units which did not falter at 60° below.

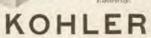
Robler Plants generate electric current at 110 volts or 220 volts, A. C. or D. C. Capacities range from 800 watts to 5 K. W. Wherever public destricity is not available, wherever an auxiliary or emergency service is essential- in hospitals, on fire-trucks, in factories, at airports-wherever sure light may mean a life or just ordinary comfort and convenience-Kohler Plants are the answer. Clip and mail coupon for information about Kohler Plants as specialized to your own needs.

Kohler Co. Founded 1875, Kohler, Wis .- Ship-

ping Paint, Sheboygan, Wu, -Branches in pra-cipal effer. . . . Manufacturers of Kohler Plumbing Fixtures.



Carl O. Peterson. Byed's radio opera-



ne, at his instruments powered with Kähler Electricity.

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ELECTRIC PLANTS KOHLER CO., Kohler, Wisconsine Frez of all root or obligation, please word me full informa-tion about Kohler Electric Plants and their advantages for the same worked X-failure.

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"Advertising is an economic investment which, when sincerely and intelligently used, will create that confidence and goodwill that increases business. Alone it will do nothing; backed by a good product and conscientious service, it will open many doors which otherwise must remain closed."

1930s

- "Advertise Consistently," KOHLER OF KOHLER NEWS, 1930



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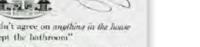
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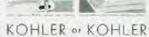












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KITCHEN & BATH

PAGE 25







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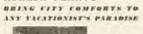
Kohler Electric Plants generate current at 130 or 220 tobs D.C. or A.C. They range in expecities from 800 watts to 10 . K.W. Their operation is smooth and more---an offent as a fine meter-car. All models are compact, rugged and readily transperiable. They run without storage batteries. Carrent is turned on the memorat you puch any outsch in the circuit. For evenplete information answering your specific mode, well for train-betee. Kohler Company. Founded 1873. Kohler, Wix---Shipping Point, Stelesygne, Wix---Branches in principal entire. . Monufacturers of Kahler Phonbing Fixtures

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Field and Street _ Linkson April 1991 **KOHLER PLANTS**





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"KOHLER® plumbing fixtures are produced today only for war housing, war industries, hospitals and military uses—and of noncritical materials. Kohler Co. is devoting its facilities to intensive production of implements of war, arming our forces on the ground, in the air, on and under the sea. Take care of your KOHLER plumbing fixtures and fittings. Make your bathroom last."

FLUMBING FITTURES AND FITTINGS . HEATING EQUIPMENT . ELECTRIC PLANTS

1940s

— "Ships Ahoy!" KOHLER OF KOHLER advertisement, 1943



1940

KOHLER PLUMBING FIXTURES SELECTED BY METROPOLITAN FOR PARKCHESTER WORLD'S LARGEST HOUSING PROJECT





1940

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1942



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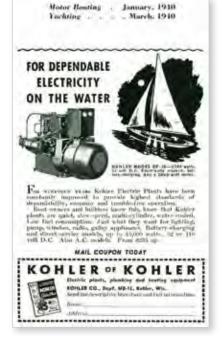
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PAGE 39

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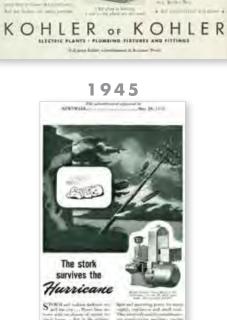




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KOHLER OF KOHLER







KOHLER OF KOHLER

1946



1949



POWER



"If industry is the 'heart' of our great country, advertising is the 'pulse."



 "Advertising Helps Make Jobs More Secure," People, Kohler Co., 1952



KOHLER OF KOHLER





"Our bathroom is our beauty secret"



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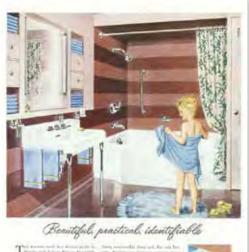
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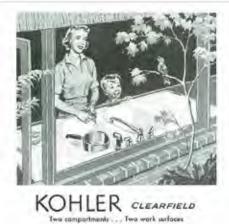


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POWER



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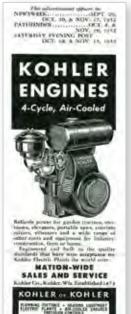


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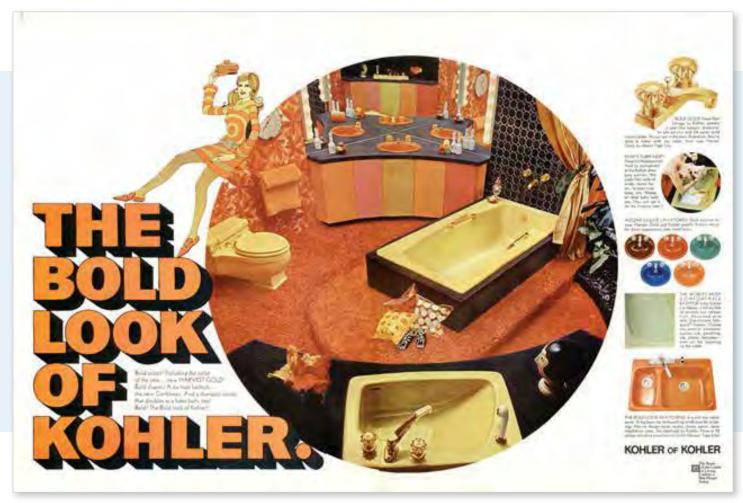
1955



1959



POWER



"THE BOLD LOOK OF KOHLER. tagline has since come to represent literally the spirit and attitude of this Company, the strong innovative flow of new products year after year, and the most enduring and memorable advertising themes in America."

1968

1960s

— Herbert V. Kohler, Jr., Quarter Century Club speech, 2002





1961





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1961



1961



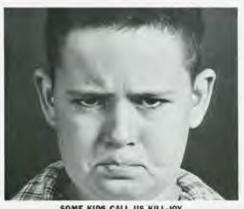


KITCHEN & BATH

PAGE 59



1962



SOME KIDS CALL US KILL-JOY

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1962



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1963





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KOHLER or KOHLER

1964





1964



KOHLER OF KOHLER



1965



Kohler color with a decorator surprise -lavatories in new accent shades



KOHLER OF KOHLER

1964



Color you'll love to live with (ret unity that letter a lifetime)

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1966

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1966

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1967



1966

look what Kohler's doing now!

daring new colors; self-simming designs









1967

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1968

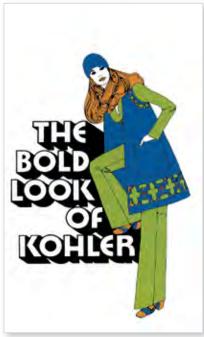




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1969



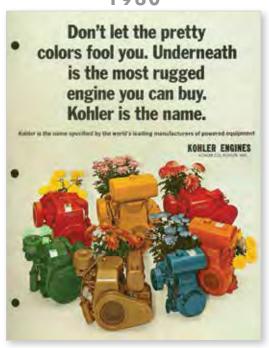
POWER



1961 All's Well at Wunsch's...

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1961



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1961



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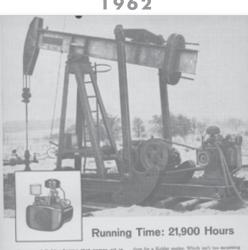






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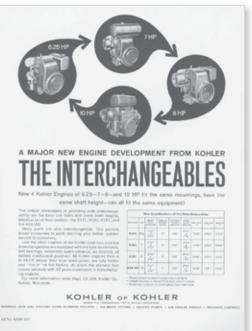


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1963



1962



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1968



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KOHLER ENGINES



1969



POWER

Toilets, showerheads, faucets reduce normal water use 30 to 50%. Efficiently.

Profit by selling the most attractive water-saving features in the industry: Water-Guard toilets plus flow-control showerheads and faucets.

Consumers quickly understand how these products can mean significant yearly savings on water, water heating, and scwage bills. If you haven't been saked for them, you soon will be.

In fact, many areas of the country are considering building codes that make water-saving toilets mandatory for new and replacement construction.

and concepts of success and worth."



ohler saves wa

1970s

"Ads sell a great deal more than products. They sell values, images,

- Brené Brown, The Gifts of Imperfection: Let Go of Who You Think You're Supposed to Be and Embrace Who You Are, 2010





1970





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KITCHEN & BATH

PAGE 79





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1976

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KITCHEN & BATH



1976



PAGE 83

1976

KITCHEN

& BATH





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1977

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1977

1977

KITCHEN & BATH



1977



KITCHEN & BATH



















1979







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POWER



1970





1970

A new Kohler "cradie-mounted" electric plant virtually ends vibration in your motor home.

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And Party

KOHLER ELECTRIC PLANTS

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1973

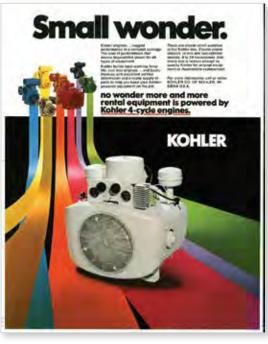


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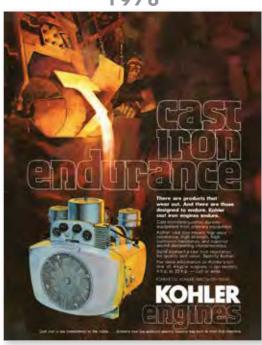






1976





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HITCH YOUR EQUIPMENT TO 18 BIG HORSES

Harness Up Kohler's New K361 Engine

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KOHLER

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1977



If the equipment you sell is Kohler powered, you know what we mean by "Beautiful."

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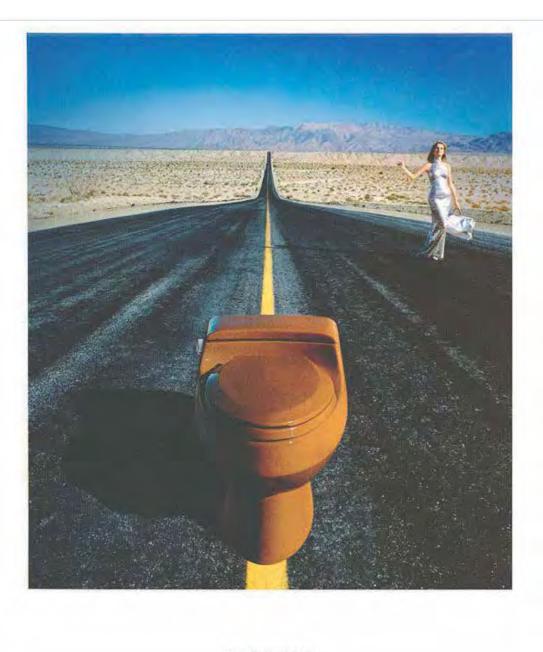
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KOHLER

1978



POWER



"The products are enhanced by the art media of leading edge artists in **[As I See It]** works that viewers remember long after they've turned the page."

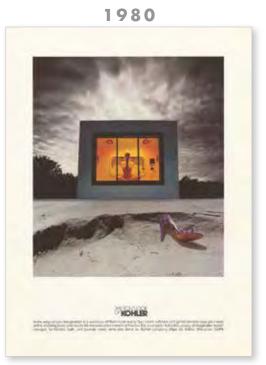


At the edge of your imagination, a journey down life's highway takes a surprising turn. The Century II Water-Guard, a gracefully designed one-piece toilet. Features a patented water-saving flush system. Available in Swiss Chocolate and a variety of other unforgettable colors. For a complete, full-color catalog of imaginative Kohler concepts for kitchen, bath, and powder room, contact your Kohler dealer listed in the Yellow Pages or send one dollar to: Kohler Company, Dept 00, Kohler Wisconsin 53044

1980

1980s

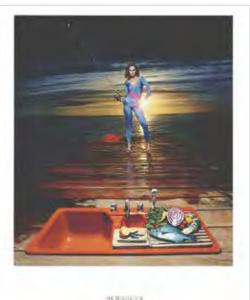
— Alda Abbracciamento, Grey Advertising Inc., New York, 1989



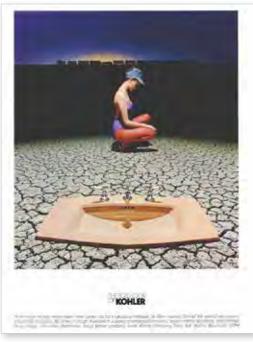


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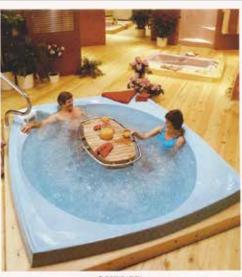




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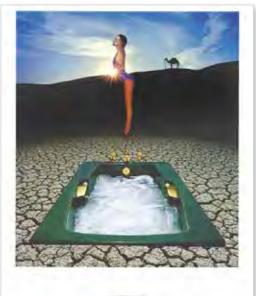


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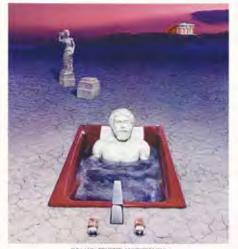


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1983

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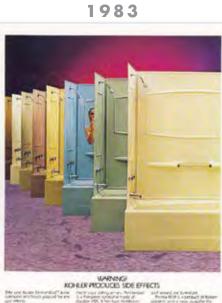


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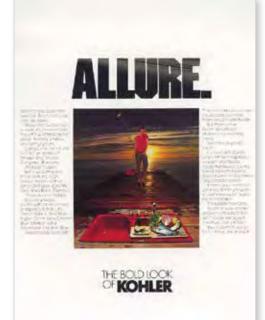
KITCHEN & BATH

PAGE 99



CONCRETE SOOR EFFECTS. The concentration of the source of

1983





SINGLE CONTROL FALKETS -- KOHLER STYLE STATUS Tanana Tanana

KOHLER

1983



1985



1984

1984



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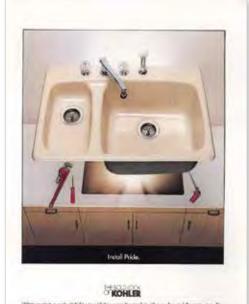


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KOHLER

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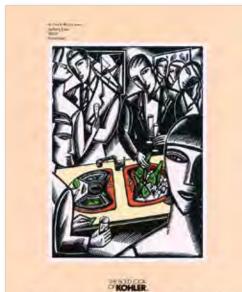
1987



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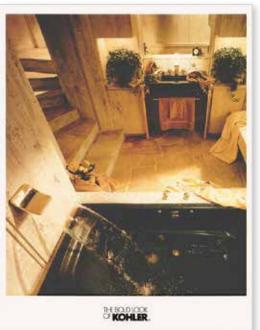
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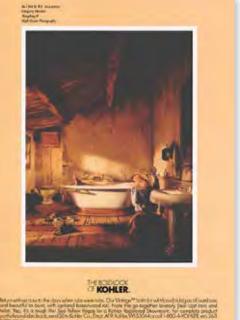
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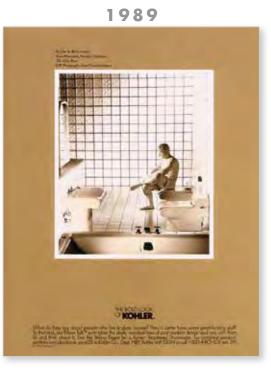


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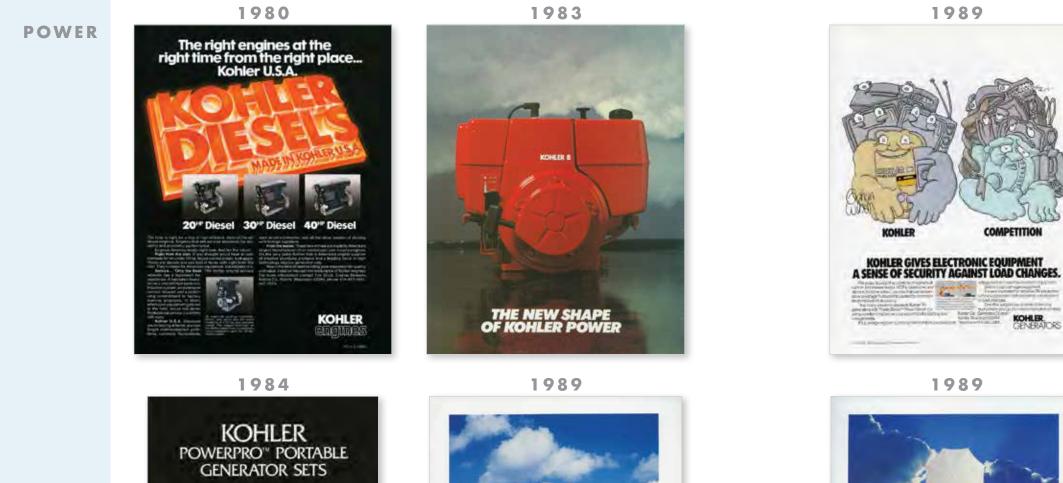


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KOHLER GENERATORS

2 25 I/W Preserve

Portable AC power to get the job done anywhere. Choose Kohler generator sets from 500 watts to 1000 KW

firm name/address/le/ephone

KOHLER GENERATORS



CENERAJORS

Fit for the son, A new presented product label terms must be Kolles for gate model reads, - with A State WW and DWA, it where accessing technologics that must highly a Community of College C **KOHLER** GENERATORS

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KOHLER GENERATORS POWER

HOSPITALITY & REAL ESTATE

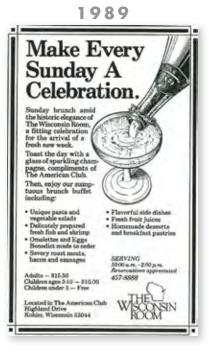
A dining experience on a level apart. So have great expectations. We expect them, and we expect to exceed them.

1989

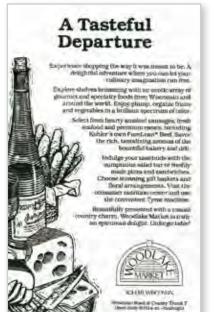


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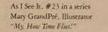




1989



HOSPITALITY & REAL ESTATE







Well, look who's here. Your kindly Kohler salesman is looking to bring you good news. And better news: Namely, his Revival[®] faucet, gracefully fashioned in a unique classic style and priced (are you ready?) to be rather popular. Now, isn't that a feather in your cap? See the Yellow Pages for a Kohler® Registered Showroom. For complete product portfolio and idea book, send \$8 to Kohler Co., Dept. REV, Kohler, WI 53044 or call 1-800-4-KOHLER, ext. 728. • Yester Kohler Co. "We have found that this mission statement of ours forces us to stay on the leading edge of everything we do whether it be in manufacturing methods, new products, advertising and promotion, or the quality of our people."

1990s

 Herbert V. Kohler, Jr., commencement speech, University of Wisconsin-Madison School of Business Administration and School of Engineering, 1991

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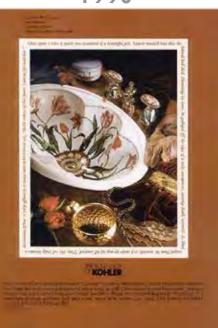
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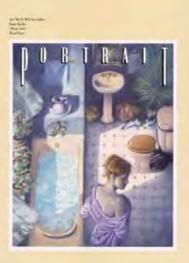


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THE BOLD LOOK

@ 1992 by Kohler Co

Condisist Pull-Out Spray Found with White Color Case, and Diversalized Size Strategy and included

1992 FOOTBALLS NEW M.V.P.

The Sterling Plumbing Group

Official Sponsor Of The NFL* Tim fall, your Most Valued Products will coust item Serving As an efficial sponse of the NFL* Sterling will help you put entra points in the profit column with exciting national commer promotions. Colorital accer displays, free NFL²⁴ therefore the and instructed Sterling, safae provide a starting combination for your plumbing sides this fall

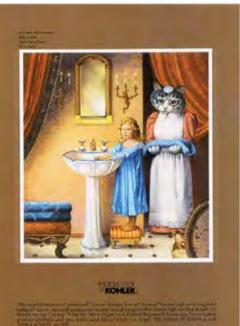
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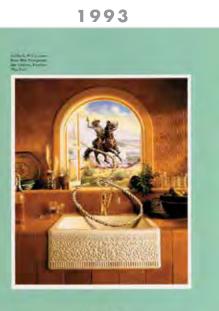
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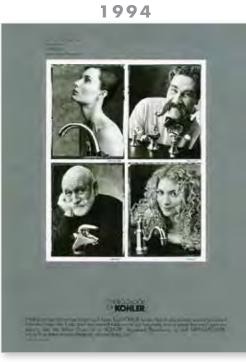


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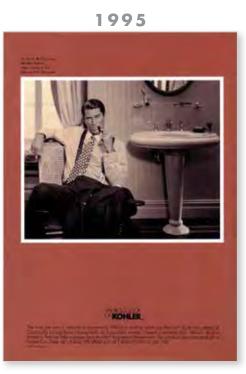
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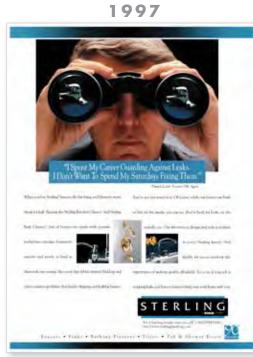
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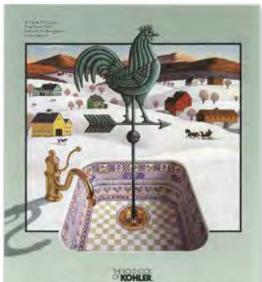
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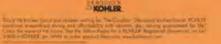


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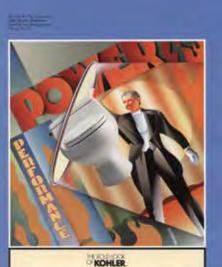


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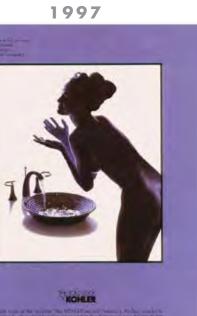
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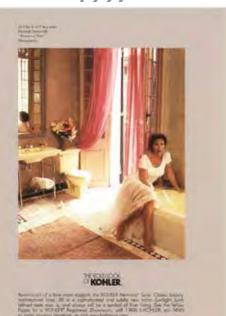
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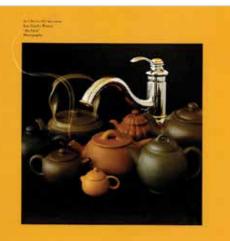
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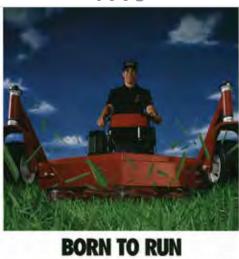
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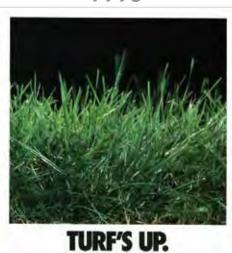


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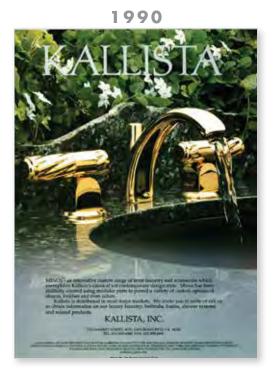
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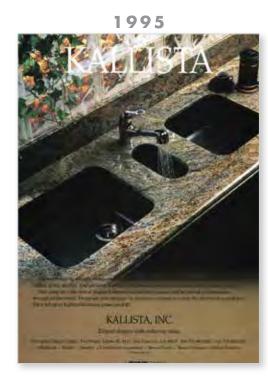
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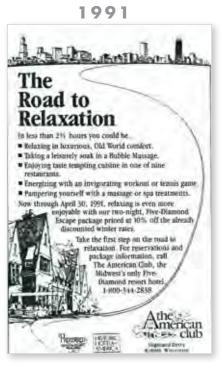
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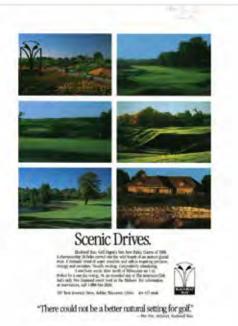
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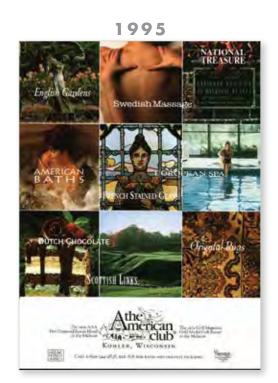
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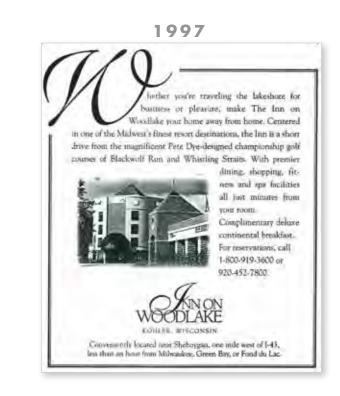
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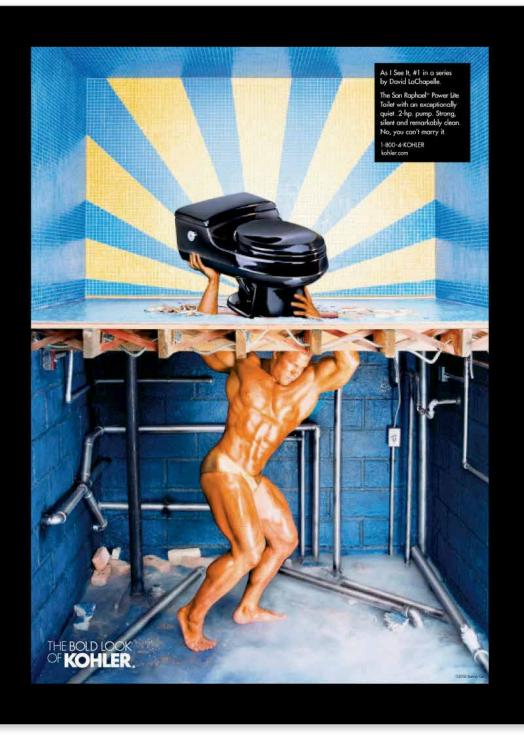
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HOSPITALITY & **REAL ESTATE**



"Our Company has developed two distinct competitive advantages. One is a long history of developing leading-edge products—products that collectively lead the industry. The other is we have developed the ability to speak directly to the consumer like no other manufacturer in the kitchen and bath industry."

2000s

— Herbert V. Kohler, Jr., "The Beacon" dedication, 2012



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2002



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2002



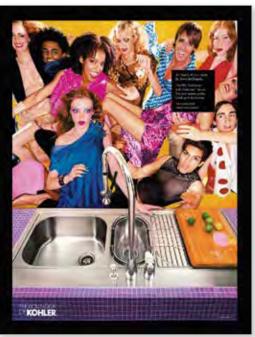
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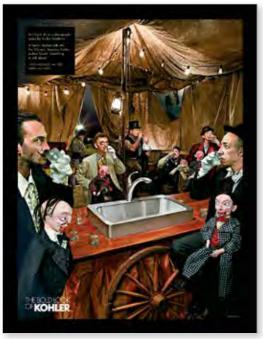


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KITCHEN & BATH

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2006







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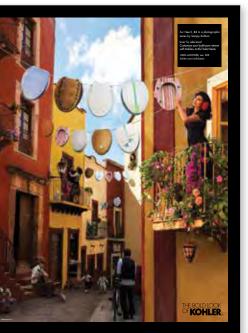
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KITCHEN & BATH

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POWER





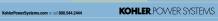
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IT TAKES A HECKUVA TEAM TO BEAT FLORIDA HURRICANES ON THEIR OWN TURF.



For two months they kept coming. Summing into the state at 120 miles per hour. Waveing paths of massive destruction. Knocking out power for miles. And as the huminame of 2004 plunged tens of thousands into darkness. TWP Reverse Systems' Rein Ford as critical of certain the state's new law enforcement communication tenterick would be up and running. Come hell or high water. Why so surve? Resume when NW was thought on to provide the network's tablepart prover, they institute outing only folder Prover Systems generators: Interferentiate and the state of the state in the state in the state in the state interval water prover, they institute outing only folder Prover Systems generators: Table state interval water for its path operator some the very start, so fins here it the work happend, transitions from the grid would be place memodratile, and emergence common private wall for entrols are then work not finder barband on the state in the immediately, and emergency communications would continue as though nothing had happened. KOHLER, equipme helped a critical system beat a season of Category Three hurricanes. And that means it can undoubtedly handle your backup power needs. Just ask the State of Florida's emergency personnel. They're still talking about it





2006

WITHOUT CUSTOMER DATA,

YOU'RE GOING NOWHERE. FAST.

Packages come, packages go. And that little truth has made DHL a mover and shaker in overnight global shipping services. So Pacaga come, pacagas ga, voi trau mis rum na mue sur, a mové ano surer o voimpor pace a sur a voime KND-EB districto. Sen have yoi chur siguipante van stasko tra hivoridio no rete pover for DLN-s nev Southenstem hub — a system which would protect millions of dollars worth of implacable customer data — he knew hé thave to dolleri sente for the sente substance strategas and the sente substance and the substance strategas and the sente substance substance strategas and the sente substance substances and substances and pace substances and pace substances. accurately, transfer switches transfer power instantly and switchgear performs flawlessly in any application you need them to. . For DHL, the rules of the game are simple: "No data, no delivery." Now, two years, two 2000-kW generator sets, one switchgear, four transfer switches and several hundred thousand shipments later, this new facility has become one more DHL success story. If Kohler can help a global shipper get the goods there on time, we can make sure you get the solution you need, when you need it.



2007



2008



form Kohen. With Kohles, the power stays On because the people behind the products are On. Always, For Lexishexis, it's power from three 2000 kW EPA-compliant generators, backed by the KOHLER, power support network, people whose only job is to make sure the equipment performs beyond what's expected. If it's hassle-free back-up you seek, fact is you'll find all your answers with Kohler.

Online research giant LexisNexis* knows a little something about success. For their customers, they know

KOHLER.

GENERATORS | TRANSFER SWITCHES | SWITCHGEAR | RENTAL POWER

2007

When the power goes out, the little things can become surprisingly big.

> It's true, isn't it? Go without power for a bit and you find yourself i ing not just the big stuff, but the small comforts that aren't so small when someone's o That's why Kohler builds the fastest-responding generators in the ind vn a KOHLER® generator have homes that are up and run 800.544.2444. Because when it comes to your family, there are no "little things



POWER

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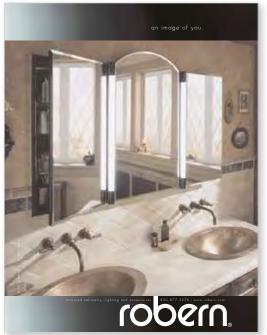


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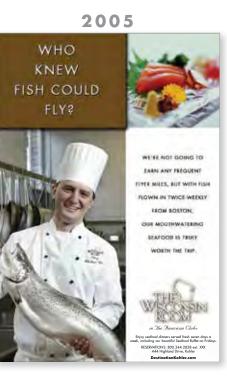
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DECORATIVE PRODUCTS

HOSPITALITY & REAL ESTATE





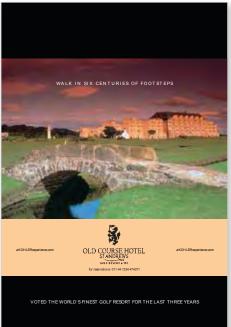
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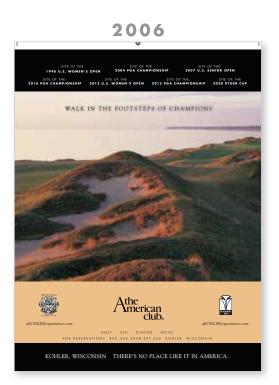


Three great reasons to visit Blackwolf Run. One of them is golf. Friday Perch Special All-You-Care-To-Eat Perch \$12.95 Served llam - 9pm Saturday Buffet \$19.95 Entrées include: House-Smoked Barbecued Ribs ange and Thyme Marinated Game Hens Chef's Weekly Fresh Seafood ACKWOL RUN OPEN DAILY 1111 WEST RIVERSIDE DRIVE, KOHLER CASUAL ATTIRE: RESERVATIONS SUGGESTED, 920-457-4448 DON'T FORGET TO VISIT THE BLACKWOLF RUN. PRO SHOP. Experience gracious living at D

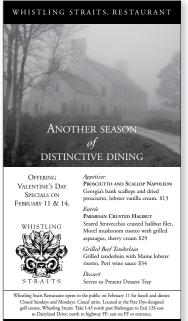
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Call today for reservations, 920-565-6080.

HOSPITALITY & REAL ESTATE



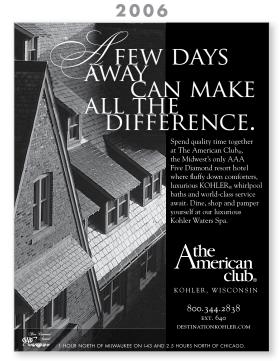
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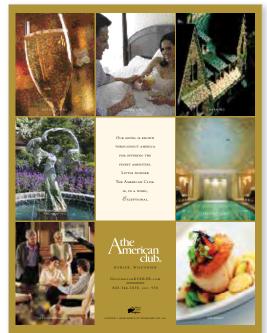
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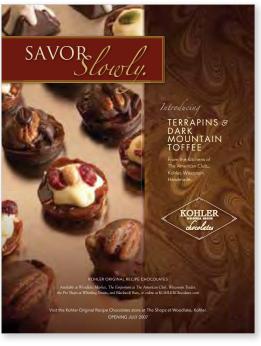
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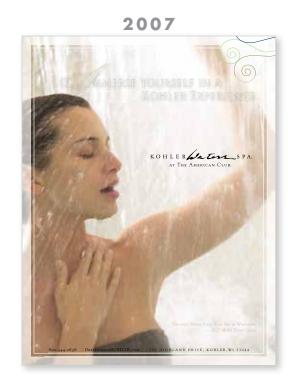
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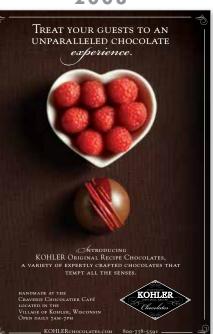
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HOSPITALITY & **REAL ESTATE**

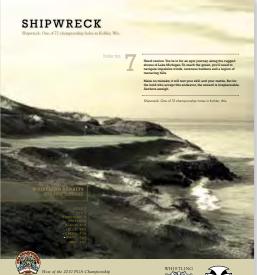






2008

2009





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"KOHLER has become a global lifestyle brand. Our content is consumed around the world and has to remain inspirational and relevant to many different audiences through many forms of media."

2010s

— David Kohler, Global Design Affair Speech, 2018

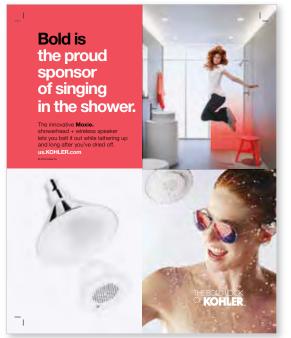


2012





2013



Bold makes sure you won't have to ask him ever again.

Discover marital bits with the Numi, tollet, complete with heated seat and foot warmer, but-in-speakers and bitdet, touch-soreen remote, and a motion-activated lid and seat. The seater seater

2013

Bold knows art doesn't need to be hung on a wall.

No two Kallos, Artist Editions, glass basins are the same. Kohler designers collaborate to bring a unique vision to life in your bathroom. us.KOHLER.com



2013

2013

Bold knows no one dreams of having a mediocre kitchen.

Engineered with spray options and five pivot points that put water exactly where you need it and keep it there, hands-free, the Karbon, faucet is anything but ordinary. us.KOHLER.com

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HE BOLD LOOK OF **KOHLER**,



KITCHEN & BATH



2016





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THE BOLD LOOK OF **KOHLER**.

2015

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2017



2016



2018



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2018

2019







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2019



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Generators I Transfer Switches I Switchgear I Controls I Enclose

you, visit KohlerPower.com or call 800-544-2444

KOHLER, Generators



TRANSFER SWITCHES

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2011





2014

2016



2015



2016

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Principal partner of Manchester United Follow @KohlerUnited on y or visit KohlerUnited.com POWER

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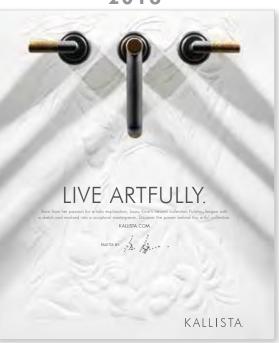
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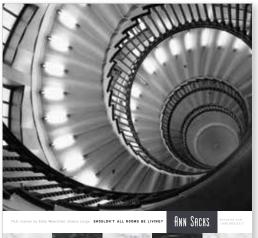


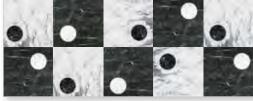






2018





2016

2017





2019



DECORATIVE PRODUCTS

HOSPITALITY 2 **REAL ESTATE**



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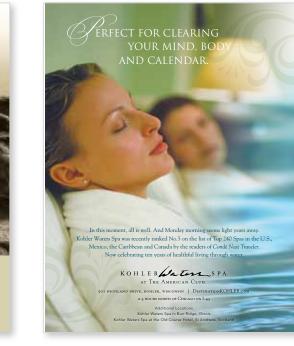
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THE AMERICAN CLUB. INN ON WOODLAKE AAA Five Diamond Resort Hotel Extraordinary Showers

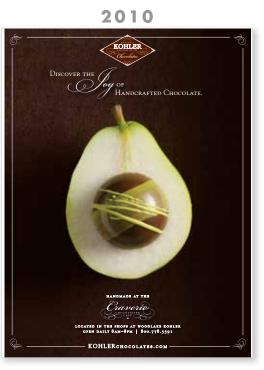


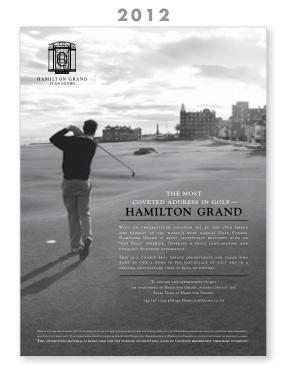


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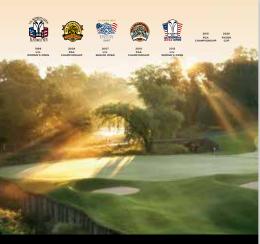




2012



2012





2012 U.S. WOMEN'S OPEN KOHLER, WISCONSIN BLACKWOLF RUNs JULY 2-8

2012

TWO OF THE BEST VENUES. FOUR OF THE BEST COURSES IN THE UNITED STATES.





In the Metropolitan Museum of Art - Exhibition of a modern back and dressing room

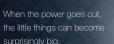








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