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Central Jersey

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Volume 22, Issue 1

Colonial Generators

Never lose power again. Providing comfort and security for the life you live *page 31*

ASK THE EXPERT



ROCK BOTTOM LANDSCAPING & FENCING

What to know about potential supply shortages page 11

INSIDE:

ANNUAL KITCHEN & BATH DIRECTORY

page 12

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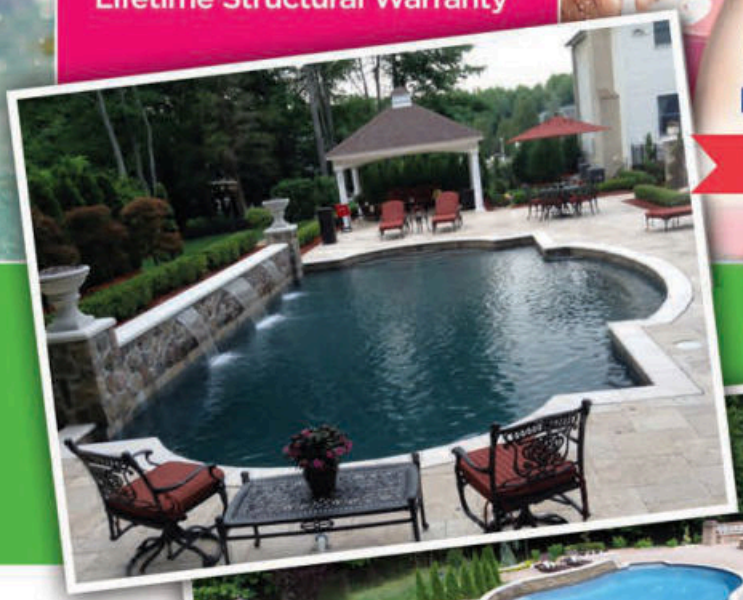
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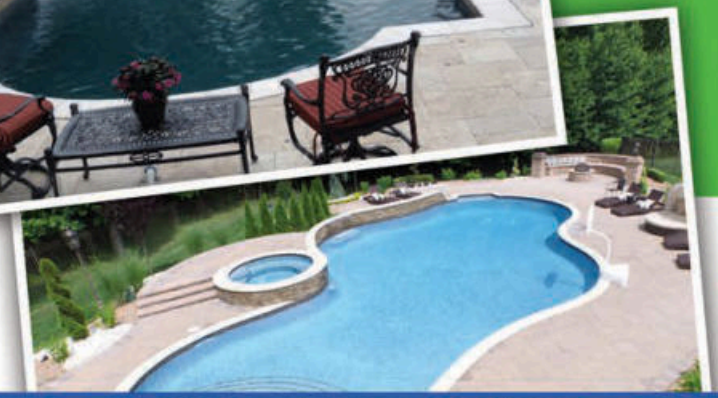
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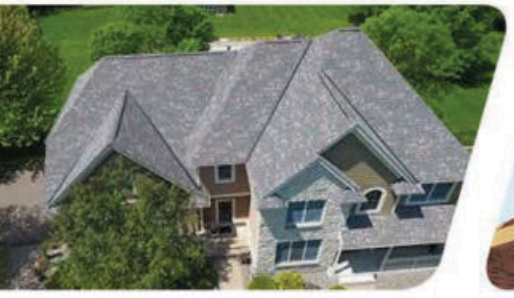
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On the cover:
Nothing disrupts life like a power outage. With a whole-home generator from Colonial Generators, homeowners don't have to worry about the stress and inconvenience of being without power. To find out more about how these systems work and why they are worth the investment, turn to page 31.
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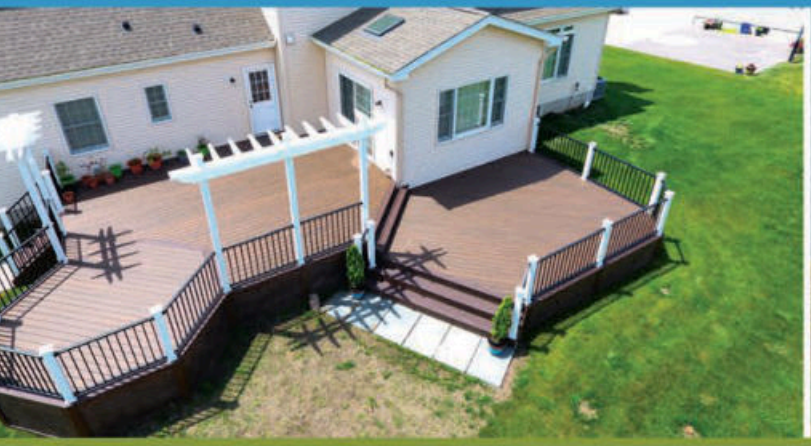
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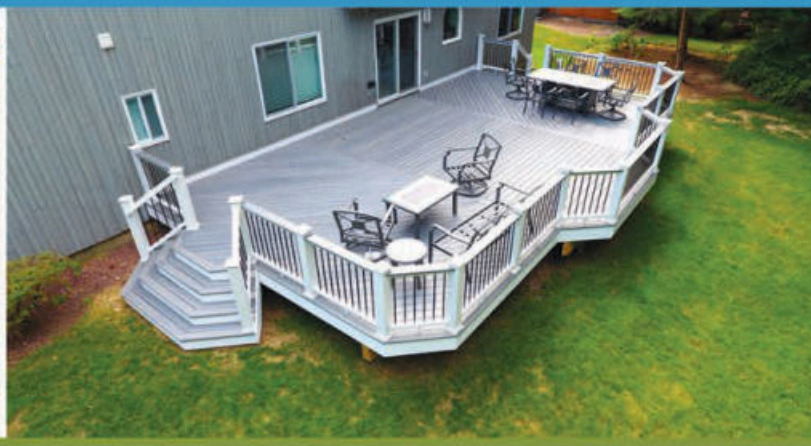
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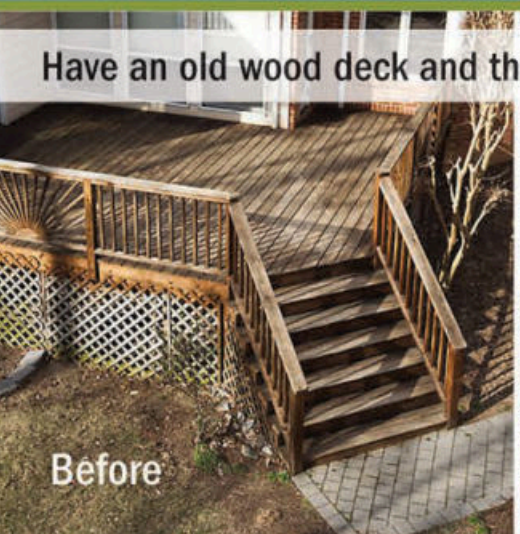
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ask the expert
by Liz Hunter

Rock Bottom Landscaping & Fencing

THE PANDEMIC HAS HAD A DRAMATIC RIPPLE EFFECT THROUGH THE HOME IMPROVEMENT INDUSTRY, INCLUDING AFFECTING THE WAY CONTRACTORS PREPARE FOR A JOB. There have been challenges associated with locating materials, which Chris DeMato believes is related to a global manufacturing slowdown for most of the first year of the pandemic. As the owner of Rock Bottom Landscaping & Fencing, DeMato says organization and preparation have become the most essential aspects of preparing for a landscape design project with his clients.

"Before the pandemic, we could usually go to the local distributor and load up materials the day before the project, but the lack of materials has changed this significantly," he says. "At Rock Bottom, we have made many changes related to locating materials. We have broadened our search area to the tri-state area and we are willing to travel farther and also have delivery set up."

House & Home spoke with DeMato about how his company has adapted and what homeowners should ask potential contractors about how they are handling these challenges.





Chris DeMato, owner

HOW DO YOU PRIORITIZE LOCATING MATERIALS FOR AN UPCOMING PROJECT?
One of the best decisions we've made is to designate someone whose primary responsibility is to locate materials for the upcoming job. We have seen a large growth this year in our construction division's workload, and I think it's because we have the capacity to take the time out to locate materials, whereas some of the smaller companies are very busy out in the field and do not have a designated person working on this daily. This decision has also enabled us to lower our cost because having all the materials on site prior to the crew getting there cuts down on travel time and wear and tear on the equipment.

WHAT ARE SOME QUESTIONS HOMEOWNERS SHOULD ASK THEIR POTENTIAL CONTRACTOR?
It used to be the biggest question when finalizing a contract was: "When can you do the work?" I think that has changed to: "Can you get the materials?" because everyone is noticing the supply shortage in all aspects of their life.

Another very good question to ask is how the contractor plans on locating materials. Working with local suppliers has not been enough these days, so contractors need to have many outlets for materials.

WHAT SHOULD HOMEOWNERS DO IF MATERIAL COSTS GO UP BEFORE THE PROJECT STARTS?
Homeowners should find out if the contractor will maintain the price for a certain period of time. Material costs are changing weekly and if the contract is not specific, the contractor may pass these charges on to the customer.

Here at Rock Bottom, because we have a designated material buyer, it enables us to get to work immediately and order materials, while most other companies won't start looking for materials until too close to the start date, and this can affect the bottom line. **H&H**

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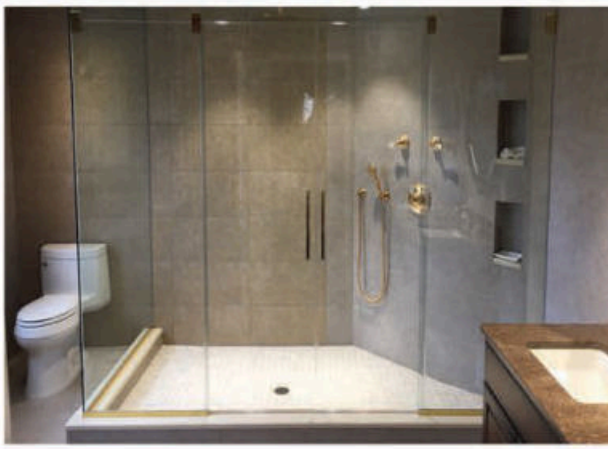
IN THE WORLD OF HOME IMPROVEMENT, kitchens and baths continue to reign supreme. Survey after survey shows that these spaces can add the most value in a home. Homeowners who are ready to make the investment in upgrading their kitchen or bath can simply look on the following pages to find qualified professionals in various specialities from marble and granite and cabinetry to remodelers and designers. With the help of this *House & Home* Directory, we hope the design of your dreams can soon become a reality.

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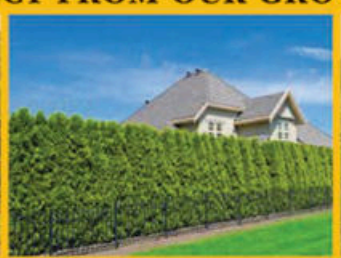
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THE GREAT INDOORS

Despite supply-chain delays, homeowners are still riding the pandemic's ongoing trend of refreshing their living spaces with a focus on interior spaces like bathrooms and kitchens.

BY MADELEINE MACCAR

After staring at the same walls, fixtures and accents throughout the pandemic's uptick in time spent at home, homeowners everywhere have been overhauling their living spaces. Whether it's all as one big project or tackled room by room, kitchens and bathrooms have not escaped house-bound families' scrutiny and desire for an interior refresh.

The area's experts took some time from their busy schedules to talk to *House & Home* about how clients can plan ahead for a smooth project timeline, managing expectations as supply delays are still creating a number of snarls along the way, and all the options available for lightly renovating or all-out remodeling two high-traffic areas on any budget.

BEGINNING A PROJECT

As the adage says, failing to prepare is preparing to fail, and home projects are no exception. While some clients are experienced at navigating the process, others are beginning their first foray into interior redesigns armed with only the knowledge that it's time for something new.

Whether you're working with a one-stop shop or a dedicated expert in kitchens and baths, the team you're trusting with the job can ensure you stay within your budget while planning a new layout, establishing a timeline and providing all kinds of expert insight as they bring your dream designs to life

"Construction is a journey," says Joe Sananes, who runs Cabinet Design Center with his wife, Yafit. "It can be fun and exciting, but it can also be overwhelming so you have to prepare a client mentally for the whole process. Hiring a company that will be transparent about that will help them be prepared for the journey and encourage them to look at their home like it's a blank canvas."

Whether that blank canvas will be filled in with new countertops and cabinets, a shower upgrade, customized accents, a full-scale remake or an addition, coming up with a layout design will help a homeowner visualize what their updated kitchen or bathroom will look like.

"We create a 3D layout on the computer so the customer can see a rendering of their new kitchen," notes Lorraine Sterl of Sterl Kitchens. "The custom layout/floor plan we create with the customer is based on the space they have available in combination with the use they have in mind. For example, [that could be] drawer bases, lift-up doors, spice racks, trash/recycling pull-out cabinets, islands, height of wall cabinets (from 30 inch to 42 inch, or stacked if desired higher), farm sinks, glass doors on cabinets, glass shelves, etc. There are so many options."

While the end result of any successful renovation project is making a lived-in room feel like a brand-new space that's more in line with your current tastes or modern trends, getting there takes a tremendous amount of proactive communication from beginning to end.


Kitchen Magic

"You have to ask the client questions to find out what their wants and needs are, like if they're a retired couple, if it's for a family with a new baby or if it's a rental home," explains Denneen Guidici, designer for Floors Just For You. "There's usually an initial design consultation and, depending on the client, it gets handled in a few different ways. Sometimes we go out, measure the space, and then put together a quick design and estimate—there's so much involved that people don't always know how much it's going to cost."

No matter the scope of the project, managing a budget is one of its most crucial elements.

"Set realistic expectations going into the project," advises JT Norman, product and design innovator at Kitchen Magic. "Budget depletion happens when the homeowner doesn't set a realistic and clear value for a quality remodel and product costs. … Choosing materials and items that fit your budget and allow for one or two must-haves that are within your budget allowance is key."

While some experts say that the ongoing supply chain delays are getting somewhat better, they remain an additional hurdle that homeowners will have to be cognizant of as their new kitchens and baths take shape.

"In the last six months, our management and designers have recognized the impact of both the lack of trained workers available in the manufacturing sector, and the inability to source raw materials that are used in production of cabinetry," says Barry Tarzy of CabinetTree Design Studio. "We believe this state of the business will continue to cause delays in some clients' orders early into 2022."

MODERN OPTIONS, CURRENT TRENDS

David Cerami, owner of both HomeTech Renovations and Let's Face It, says that homeowners have a wealth of options when it comes to redoing their living spaces, starting with the scope of their projects. Let's Face It has offered refacing as a greener, less-laborious alternative to completely reconstructing a room, and is generally the preferred option for folks who love the bones of a room but love its dated details a little less.

"We were one of the first companies to offer an alternative to the conventional approach of gutting the cabinetry and rebuilding the entire kitchen from floor to ceiling," he says. "Cabinet refacing is for homeowners who have a kitchen that mostly works for them in terms of its design, but they're tired of the colors, the door style, the hinging of their cabinets."

Even those homeowners who begin a project with the utmost confidence in their visions have been swayed by visiting a showroom to see their options for tile, flooring, countertops, cabinets, bathtubs, showers and more in-person and all under one roof. Actually interacting with the elements they'll potentially see every day for real-life assessments and comparisons is an invaluable asset to clients.

Spending some time in a showroom can also help illustrate just how many options there are for every budget.

"What I do is start out at a mid-grade bathroom and I let the customer go wherever they want to go with it," says Chris Hermann of Harmony Home Remodeling. "I give them a range of material pricing where I would say, 'Your shower wall's tile can be $4 a square foot, your floor tiles are $3 a square foot.' If they want to go higher or lower, then I tell them they can go to my showroom, pick out what they want and then they pay the difference. … I can get anything they want in any material, so it's a one-stop shop."

Hermann notes that his company specializes in additions, and that "90% of the time, if someone does an addition, they'll want other work done." That could be anything from turning bathroom closets into smaller storage spaces with matching vanities, replacing outdated small tiles with much trendier large tiles, installing heated floors and replacing a second tub with the stand-up showers that clients are still clamoring for.

Sophia Amiano, the design-build specialist at Amiano & Son Design-Build, adds that the freestanding garden tubs everyone wanted a few years ago are being replaced by cabinets and linen closets. She agrees that walk-in showers are still popular but that "the main focal point in any bathroom that I've been doing is definitely storage, as well as having that nice, spacious shower."

> **"If 2021 had an official color, it would be navy blue. … What's nice about it is that it can look a little nautical, it can look a little modern and it can look a little more sleek and almost glam."**
>
> –SOPHIA AMIANO, DESIGN-BUILD SPECIALIST AT AMIANO & SON DESIGN-BUILD

But she says the most prevailing trend she's noticed, from the western Pine Barrens to the Jersey Shore, is an in-demand, versatile hue: "If 2021 had an official color, it would be navy blue," she notes. "I and the other designer on our staff have been doing a lot of navy blue kitchens. What's nice about it is that it can look a little nautical, it can look a little modern and it can look a little more sleek and almost glam."

When it comes to outfitting those kitchens, Sterl says there is one countertop option that, hands down, delivers the biggest bang for your buck. "The best value for your dollar? Quartz countertops," she says. "They do not absorb bacteria or stains because they are non-porous, do not need to be resealed, are an extremely hard material, scratch-resistant,

THE GREAT INDOORS

warrantied and very beautiful because they are made from natural quartz stone."

Norman observes that homeowners have been outfitting their kitchens with multitasking amenities like islands, desk niches customized for specific uses and pet stations, plus designated bar areas for a wine fridge, glass storage and entertaining. "Function remains vital to the way a kitchen performs," he says.

Sananes notes that Cabinet Design Center has been creating a lot of farmhouse-style kitchens with less-is-more vibes and clean lines. "Our job is to listen to you and look to the future while correcting any missteps—we are designers by trade so we try to create a timeless look," he says. "If you invest in an item, like a kitchen island, that's too trendy, you're going to get tired of it. So we encourage the customer to be bold, but with items that are easily changeable. It's not a big deal to change paint colors, but to change a cabinet would be."


Amiano & Son Design-Build


Cabinet Design Center

IT'S ALL ABOUT YOU

Of course, no matter the trends, every good designer and expert wants every customer to be happy with the kitchen and bath they'll be seeing, using and living in for years to come, which means using their expertise to bring those unique wants and needs to life—and without compromising your budget or settling.

"If you're looking for a very specifically styled or color cabinet, there typically are alternative solutions within the stock cabinetry lines," says Amiano. "Right now, stock cabinetry is probably a bigger seller than semi-custom. The stock cabinetry nowadays is beautiful, with these great options in styles and colors."

With so many options on the table, it's important for an expert to get familiar with your space before the project begins.

"Getting a free in-home consultation and estimate can be a valuable first step in the remodeling endeavors," advises Norman. "Kitchen consultants come with a list of ideas and will give you a solution and quote for what your budget will allow."

No matter what direction you're taking your kitchen and bathroom, though, one of the best ways to ensure a project's success is to plan ahead. "Order early to prevent delays in planned construction and kitchen and bath installation," Tarzy says. "Make sure you select and secure all plumbing and electrical fixtures ahead of time so that when it is time to install, everything is in place with no delay caused by lack of products. Couple cabinet delays with the availability of a qualified professional to install—it has become more important than ever to plan ahead."

The other, of course, is to enlist the help of quality, qualified professionals who know how to turn the spaces of your dreams into a long-lasting reality.

"You get what you pay for," Cerami points out. "There are some very talented contractors out there, but they might not be good at communication or following up, they're not good with designs or suggestions that would yield a project that is flawless in the end. You wouldn't build a house without an architect or a plan; certainly, you wouldn't build out a significant kitchen without one." **H&H**

RESOURCES

Amiano & Son Design-Build
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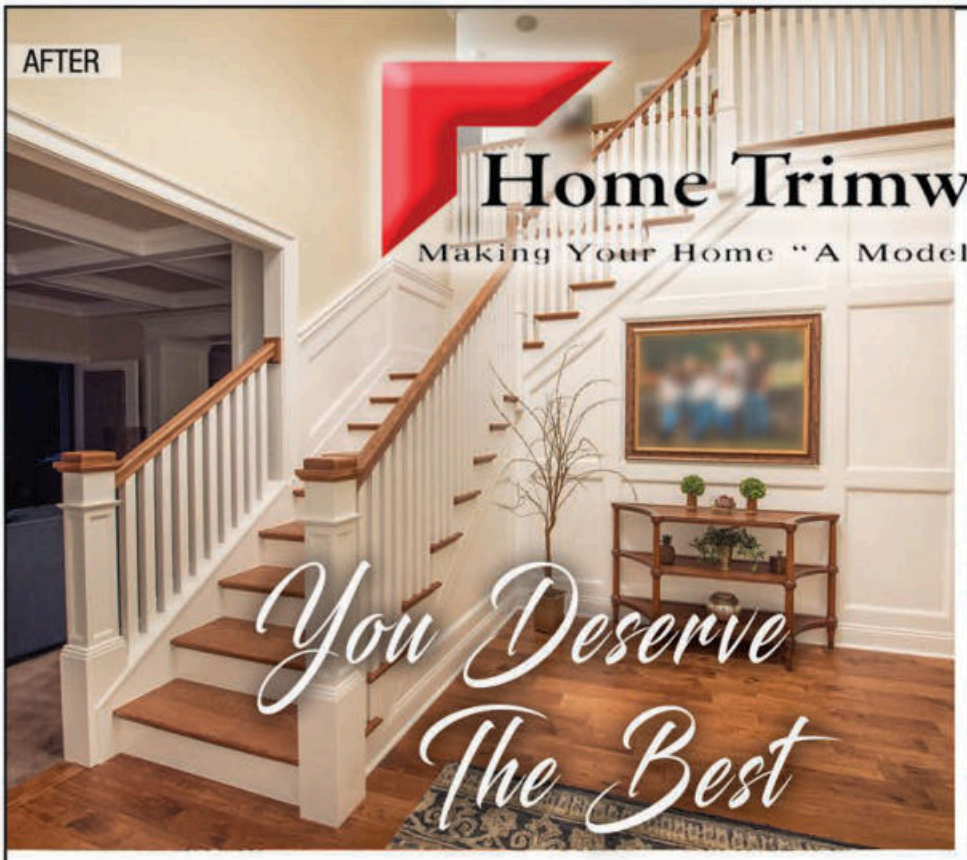
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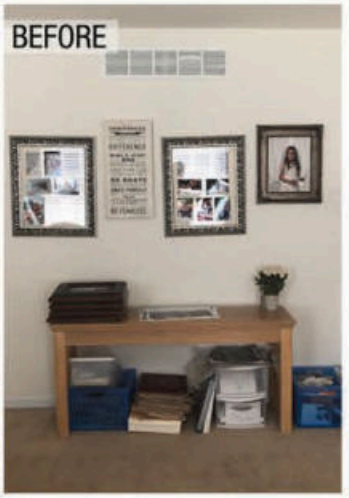


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H&H SHOWCASE

by **Matt Cosentino**

A Legend Inside and Out



Well-known for creating beautiful outdoor living spaces, **Legends Home Improvements** also offers its expertise for kitchen and bath remodels, finished basements and more.

For nearly 50 years, Legends Home Improvements has been creating stunning outdoor living spaces for homeowners throughout Central Jersey, first under the watchful eye of founder Bill Lecorchick Sr. and now under the direction of his son, Bill Jr. While these award-winning projects provide their customers with high-end, custom decks to make memories with their families and friends from spring through fall, the problem used to be that the relationship between contractor and client would stop there, no matter how satisfying the experience and how beautiful the end result.



Over the past decade, however, the Legends team has puts its design knowledge and construction skills to work on the interior as well, offering homeowners its expertise for kitchen and bathroom remodels, basement renovations and additions.

"I want people to have a positive experience and then the next time they have a home improvement need, they call us first," Lecorchick Jr. says. "We can work on any part of the house and we're happy to help in any way we can. We have one customer who we have done 10 different projects for. First we did their deck, then we went back for the porch, the bathroom, the basement, and on and on. They even called me when they had a plumbing leak. I'm not a plumber, but I have one who I trust, so he went over and took care of their issue."

Like his father before him, Lecorchick is a straight shooter who is committed to being transparent from the first phone call with his customers about what to expect with price and time frame. He is accessible throughout every step of the process, since he is not only the owner of the company but also part of the crew that will complete the actual work.

"I work with one crew and I'm on the crew so I'm at the house every day," he says. "The same guy who sells the job is the same guy who builds it and the same guy who you talk to. You don't even have to call me, you just wait for me to show up in the morning and we'll go over any issues. A lot of times customers like to ask for things in the spur of the moment. Because I'm right there every day, it's easy to make changes." Lecorchick also collaborates with all of the related professionals, from electricians and plumbers to HVAC installers, to ensure they show up as scheduled and keep the project moving forward.

Since many houses in the area still have original kitchens from the 1970s or 1980s, homeowners are seeking an updated design. "They also want to make it look bigger and they want to get more storage out of it," Lecorchick says. "It sounds easy but it takes the right planning." The options for a brand-new kitchen are seemingly endless, and Legends often includes amenities like lighter cabinets, roll-out drawers for easy access to pots and pans, farmhouse sinks, low-maintenance vinyl floors that resemble hardwood planks and stone countertops.

In master baths, the large tubs are being replaced with walk-in showers featuring benches, rain showerheads, hand-held showerheads, massage jets and curbless entries. Double vanities, heated floors and even heated mirrors are other additions Legends can include in the design. "You can get as elaborate or as simple as you want," Lecorchick says. "It starts to look like a fancy hotel bathroom and it's just wonderful."

Another way Legends can help enhance the home is with a finished basement, whether it's for a home office or an area for the kids to enjoy. "Basements are untapped potential," Lecorchick says. "If you have a basement, it's a lot of room because it's generally the size of the house, and it's versatile. You can take part of it and make it storage for your Christmas decorations and winter clothes, and then you can set it up as a video game room or even a bedroom. Throw in a bathroom and it's just more living space."

No matter what part of the house a customer is calling Legends for, they are sure to get high-quality work from a trustworthy company. It's been that way for almost half a century, and it will be that way as long as Lecorchick is leading the operation.

"My customers like the fact that it's a family business," he says. "We've been around since 1975; we grew up here and we continue to live and work in this community. I get a lot of customers who were 10 years old when I worked on their parents' house and now they want me to work on their house. It definitely makes me feel old but it's also a rewarding feeling to help their family again." **H&H**

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Total Comfort, Total Convenience

A residential elevator from **Total Access** is the next must-have home appliance.

by **Liz Hunter**

We take for granted the fact that many appliances around the home were not always standard. Automatic washers and dryers were considered a luxury in the 1930s and microwaves didn't even become mainstream until the late '60s—yet we can't imagine life without them. And if you ask Curt Lampe, co-owner of Total Access Elevators & Lifts, residential elevators are poised to become the next must-have appliance in the home.

Lampe incorporated the company in 1991 with his partner Ted O'Neill. The market for residential elevators was still new, but over the past 30 years, Lampe says the demand has grown tremendously.

"In a lot of new construction, especially at the Shore for the multi-level properties, elevators are being put in automatically," he says. "We're also seeing people who want to age in place investing in an elevator instead of moving out of the home where they raised a family. They can install an elevator without the hassles of selling, packing and moving, and they can stay in their home comfortably."





Elevators appeal to people for a wide range of reasons, whether they want added luxury to their property or have mobility challenges. They can also be used to transport groceries, laundry and other bulky items as well, taking the physical burden off of people and encouraging more independent living.

There is a product to fit any lifestyle and budget, says Lampe. One of the most popular styles right now is the pneumatic vacuum elevator (PVE). Using only air, PVEs require less space and less energy than the traditional in-home elevator with a shaft.

"The PVE uses the same technology as when you go to the bank and send your money through the cylinder. One of the best features of this product is that construction is minimal. It doesn't need to be in a shaft, and we don't need to dig a pit in the basement," Lampe says. "Technology has come a long way."

These units are also eco-friendly, only using power when going up. Coming down is all gravity. Lampe says some models can connect to your smart home setup as well.

In areas where water might be a concern, the elevators have float switches and homing devices included. "If the unit comes down and hits water, it automatically shuts off. Also, after you take the unit down to the lower level, a homing device brings the unit back up to the highest level after five minutes in the event water could become an issue. It's safest up at the top," Lampe says.

Additional safety measures include light curtains, which can sense if something is operating incorrectly and stop the unit automatically. Doors must also be fully shut for it to run, and if a unit loses power, it can still lower itself to the lowest level so a passenger could exit.

If the design of a home does not allow for a clear passage for the elevator on the interior, an exterior installation will soon be available, says Lampe. Currently, the company has its first beta test exterior elevator attached to the side of its building, and it's expected to be available for residential installs by October.

Lampe says the time from when the product is ordered until installation is approximately two months, and if it's new construction, the elevator is one of the last things installed.

Throughout the process, homeowners can expect to have any question answered by a knowledgeable team of professionals. "We pride ourselves on the longevity of our employees and sales consultants. Most have at least 14 years' experience each, and both myself and Ted are actively involved in the business every day," Lampe says.

Total Access services all of New Jersey and Delaware; Eastern Pennsylvania (out to State College) and Maryland (down to Baltimore). **H&H**



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RENOVATIONS

H&H SHOWCASE by **Lindsey Getz**

Generating Peace of Mind

Colonial Generators helps homeowners and businesses eliminate the stress, inconvenience and cost associated with losing power.



Photography courtesy of Colonial Generators

Almost every aspect of American life depends on uninterrupted power. When the power goes out, even for a short time, it can be incredibly inconvenient, unnerving and even dangerous.

For a young mother of twins in Delaware County, a power outage that lasted four days following a severe storm left her feeling helpless and stressed. At the time, her twin girls were only newborns. After that experience, she began looking into options for whole-home power generators. She felt fortunate to have found Colonial Generators. Having recently moved, she says she is planning to have Colonial install a home generator once again. She simply cannot imagine living without one anymore.

"In the area that we previously lived, we lost power frequently—as often as two or three times each month, largely because of all the trees around us," says the homeowner, who asked to remain anonymous. "Even if it was just a few hours, it was hard with new babies. Heating formula or even just keeping the house warm were suddenly stressors I had to think about."

After having the home generator installed, the homeowner says she never even noticed when the power went out in her area. Backup power would kick on so quickly, so it seemed as though nothing had even happened.

That's exactly what a whole-home generator is meant to do, according to Nikos Papadopoulos, president of Colonial Generators. When a home loses power, an automatic transfer switch shifts immediately to the standby generator. Only a few seconds pass between the power going off and then kicking back on—like a "quick blip," Papadopoulos says.

Although Papadopoulos says the trend toward whole-home generators remains in its infancy—approximately 5% of homes have full backup power, he estimates—the need continues to increase. The COVID-19 pandemic, in which people spent more time than ever at home, has made this need quite clear. When unnerved homeowners were stuck home with no power, Colonial Generators received a significant uptick in calls and requests for price quotes.

"As people experienced power outages in the midst of being stuck at home during this pandemic, I think the need to have power at all times really emerged," Papadopoulos says. "Homeowners were stocking up on food and had freezers full of meat. There was a lot to be lost if the power went out for too long."

Likewise, generators have equipped many businesses with essential backup power. Local restaurants are a fine example. Restaurateurs who were already coping with razor-thin margins even prior to the pandemic certainly cannot afford to throw away any food due to power outages and other preventable disruptions.

With the need rising, Papadopoulos believes home generators will become an increasingly important part of America's future. He equates it to the comforts of heating and air conditioning, once considered an indulgence that has become a necessity most people cannot imagine doing without.

"We believe in the not-too-distant future that whole-home generators are going to become a standard part of homeowners' lifestyles," he adds. "There are many different benefits to having backup power, and we all want to have life uninterrupted. With people at home more than ever, the need will only grow."

Of course, he suggests homeowners should carefully vet providers when selecting a professional to install and maintain their generator. With the "newness" surrounding this market, some inexperienced providers have jumped into the fray. The benefit to choosing a provider such as Colonial Generators is that the company focuses solely on generators.

Worth the Investment

Colonial Generators has the specialized expertise needed to sell, install and service generators for homes and businesses. Papadopoulos considers this an important point, adding that no one can afford to be left "in limbo" if something goes wrong and no one is available to fix the problem.

"For some people, especially the elderly or those with medical needs, losing power is more than an inconvenience," he says. "For some, losing power can be really serious. It's important you get a whole-home generator from a reputable company that can also service their work."

To his point, the decision often comes down to peace of mind. Going without power for any amount of time can be frustrating. And for the young Delaware County mother referenced earlier in this story, having babies at home without power has the potential to cause unwanted stress. Now, she considers a whole-house generator nothing less than a necessity.

"It's an investment, but it's worth it," she says. "While they have small generators that you can buy yourself and will give you some power, once you've experienced whole-house power like this, it's really hard to imagine living without it."

Papadopoulos says he's thrilled to be able to make this service available to homeowners and business owners. Also, because Colonial Generators offers financing plans, whole-home generators are more affordable than ever.

"As an owner, I'm just really excited about what whole-home generators can do for people," he adds. "It's a solution for homeowners who not only want to avoid inconveniences to their lifestyle but who want to have comfort knowing that they won't lose food or heat or even medical supplies or baby formula that needs refrigeration.

"This is a solution that will give people peace of mind," he continues. "And for many, that's invaluable." H&H

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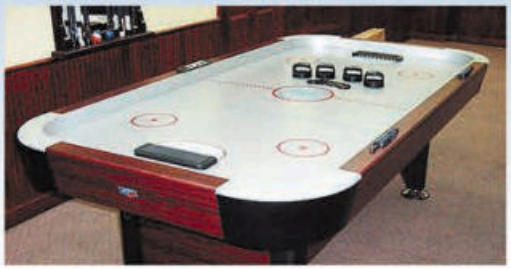
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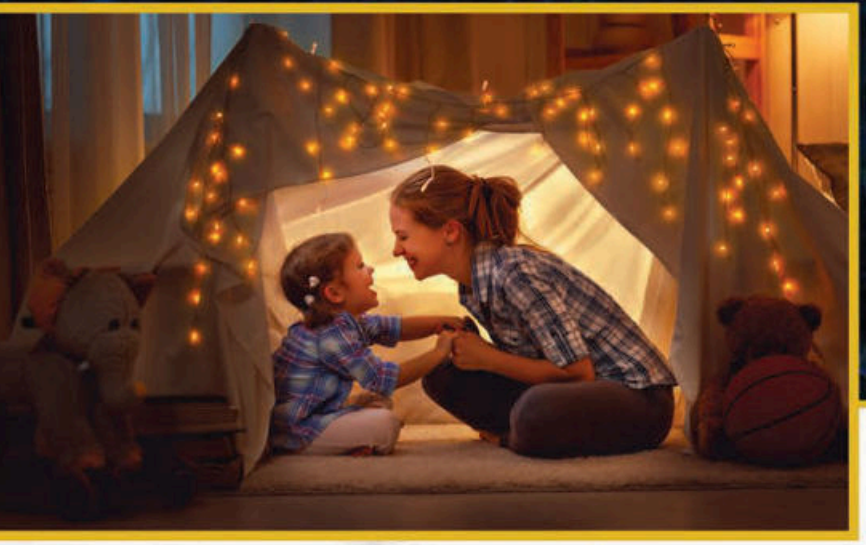
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