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Volume 23, Issue 1

Stylish Spaces

A look at the latest trends in kitchen and bath remodeling



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THE
EXPERT**



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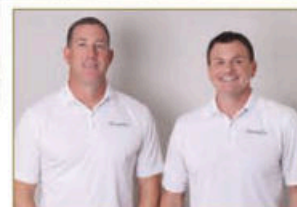
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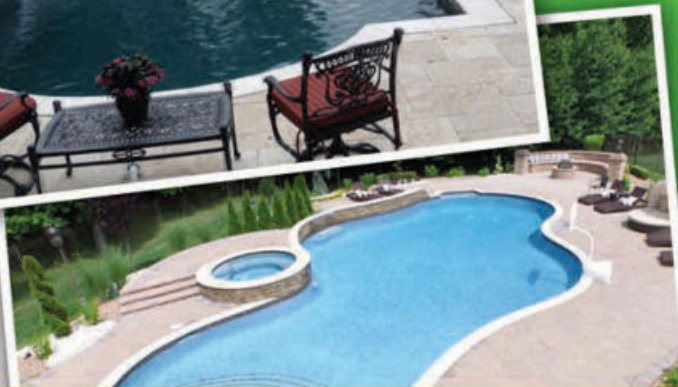
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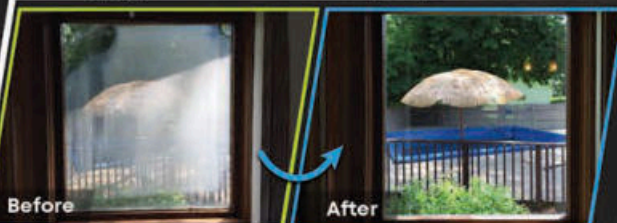


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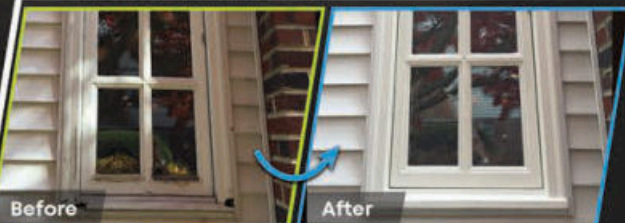
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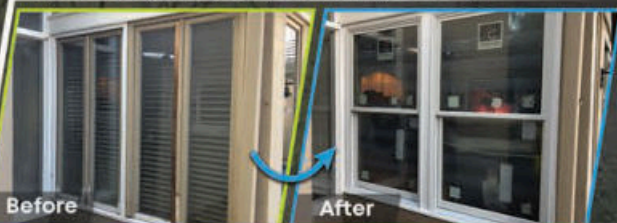
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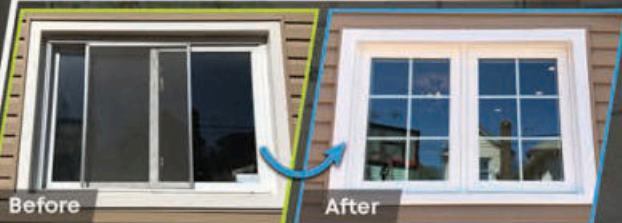
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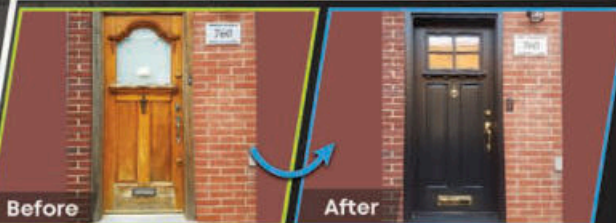
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ask the expert
by Liz Hunter

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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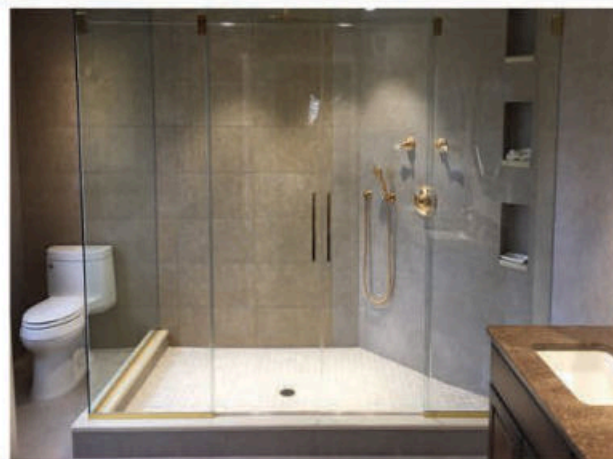
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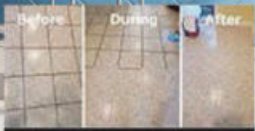
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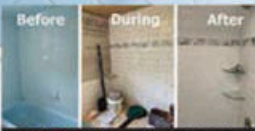
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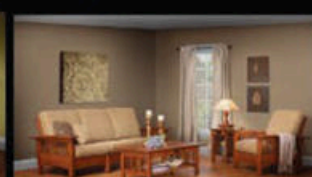



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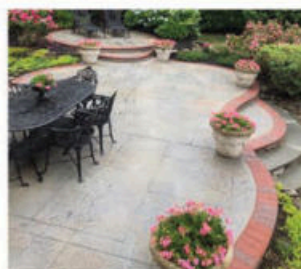
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ask the expert

by Katie Francis

BELIEVE IT OR NOT, THE HOLIDAY SEASON IS RIGHT AROUND THE CORNER, AND THE TEAM AT WE HANG HOLIDAY LIGHTS (WHHL) HAS BEEN TIRELESSLY WORKING TO ENSURE THAT THEIR CLIENTS ARE PREPARED FOR THE QUICKLY APPROACHING FESTIVITIES SINCE SEPTEMBER.

House & Home recently spoke with owner Jeff Adamiak, who prides himself in providing clients with nothing but the best, as top-quality service has been the We Hang Holiday Lights standard since 2017.



Jeff Adamiak,
Owner

WHAT IS THE PROCESS OF BECOMING A CUSTOMER?

Simply give us a call or visit our website to answer some qualifying questions to make sure we are a good fit for what you're envisioning. Then we will determine if what you're looking

for can be designed virtually or if it requires an onsite consultation with me. I will work with you on display options and budget and discuss the terms of our service. Our lighting is customizable LED SMD lighting and because we cut them to fit your home, we can't reuse them and only offer 3-5 year agreements.

HOW DOES THE AGREEMENT WORK?

We do a lease agreement with our clients. We amortize the cost of the material over the length of the agreement. The longer the term the less per year, and everything is included. The price remains the same throughout the agreement.

WHAT'S NEXT?

After we agree on a display and the length of the term, we begin building your lights in our warehouse. Our crew comes out and custom-cuts the lights to fit your home. We label and diagram each strand of lights to make sure the display is the same each year and use special clips to ensure the lights are perfectly straight and secure without damaging your

We Hang Holiday Lights



Before



After

home. We take full responsibility to maintain your display throughout the season. Should anything go wrong, simply call us and we will fix it either that day or the next.

WHAT HAPPENS AT THE END OF THE SEASON?

We begin our takedowns the first week after the new year and, weather permitting, all the lights are down by the end of the month. We make sure everything is labeled properly, box them up and store them in our facility. Installs for returning customers begin in the middle of September, starting with our clients who celebrate Diwali. We get as many rooflines installed by the end of October before the frost to be as safe as possible for my crews. We will have them installed and ready to go. You simply plug them in whenever you're ready.

WHY SHOULD PEOPLE HIRE YOU RATHER THAN DECORATE THEMSELVES?

Our clients appreciate the concierge-type service. The materials we use cannot be bought by the general public and the way we design your display is much more involved than simply "hanging lights." The end results are spectacular.

WHAT MAKES YOU DIFFERENT FROM OTHER COMPANIES?

We take an artistic approach to decorating your home. We don't just 'hang lights.' A few years ago a customer came to me and showed me lights installed by another company. She was happy with the display but wanted better. We came up with some different ideas and agreed that some of her trees didn't quite scream "put lights on me." After the first season with us, she replaced those trees with

Christmas lights in mind. This client now has one of, if not THE nicest displays in her town.

IT SEEMS LIKE YOU REALLY ENJOY WHAT YOU DO.

Yes, this business is amazing. Our clients may be the ones paying for the lights, but the whole community gets to enjoy them. A few years ago, a woman called our phone number from a sign we left at a client's house. "I just had to call you and say how beautiful the lights look, I don't know the neighbor, but we walk past her house every night and it brings us so much joy to see the lights," she said.

WHAT ARE YOUR FAVORITE DISPLAYS?

The displays I enjoy the most are the ones we don't charge for. Five years ago, a client asked me if she could pay to have lights installed for a family member whose husband and son were both deployed overseas. She paid for the lights and we supplied the labor for free. It was done as a surprise and they were thrilled. It felt great to be a part of that and since then, we are always looking for opportunities to light up someone's home who is going through tough times. Whether it's for a child who's sick or disabled or a family who has lost a parent with young children, we hope to do about 10-12 of these jobs per year free of charge. **H&H**



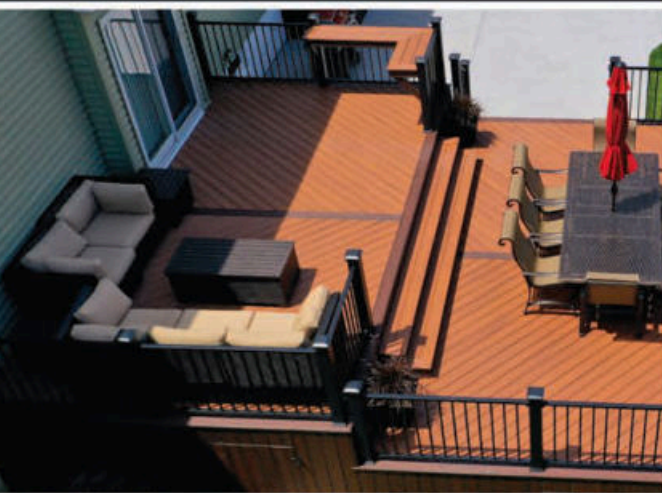
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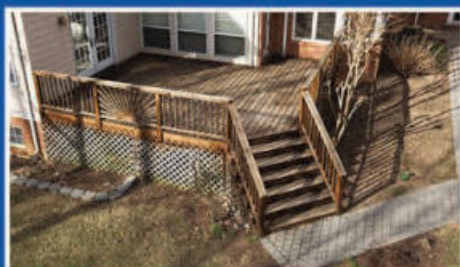
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Stylish Spaces



Gehman Design Remodeling

After removing a wall in between the kitchen and dining room to create more of an open floor plan, the team at Gehman added new red oak wood flooring and toothed it into the existing hardwood floor in the dining room. Finishing touches included new paint, a backsplash and LED lights under the cabinets.

Harlyesville, Pa.
(215) 513-0300
GehmanRemodeling.com



Amiano & Son

After eliminating an original load-bearing wall as well as a foyer coat closet, the idea was to create a room where everything works together flawlessly. This was achieved by seamlessly integrating the kitchen into the rest of the house using natural wood tones from floating shelf decorations and the luxury vinyl plank flooring.

Southampton Township, N.J.
(609) 268-5923
AmianoAndSon.com



Inspiring kitchen designs

THAT PROVIDE BOTH FUNCTION AND BEAUTY



Kitchen Tune-Up Mainline

The work on this kitchen started with a cabinet refacing project where designers looked to make a statement by adding dark color cabinetry on the bottom to contrast the lighter colored upper cabinets. A new subway tile backsplash and fresh hardware further added to the sleek new look.

Exton, Pa.
(484) 435-7430
KitchenTuneUpMainline.com



Kitchen Magic

This kitchen was designed to not only be beautiful, but to function for family use. That started with stone countertops and super-sized appliances, but also with the addition of a big island that encourages entertaining. These changes along with refined touches throughout and a thoughtful color scheme helped take this kitchen from traditional to transitional.

Deptford, N.J.
(866) 525-7999
KitchenMagic.com



 **Magnolia Home Remodeling Group**
In creating this masterful kitchen, the folks at Magnolia Home Remodeling Group pulled out all the stops. After removing a wall and installing a structural beam, some of the other enhancements include white oak wide plank flooring, custom cabinetry, large windows and doors for natural light, quartz countertops with a waterfall edge on the island, a porcelain subway backsplash and high-end appliances.
Union, N.J. | (855) 624-6655 | MagnoliaHomeRemodeling.com

 **Dente Trading Co., Inc.**
This kitchen was created using Arabescato Vagli marble from Italy, which is beautifully showcased on a waterfall island, the full-height backsplash by the range and the perimeter countertops. Dente Trading Co. supplied these stone slabs to the vendors who installed them into the kitchen and the homeowners couldn't be happier with their selection.
Cedar Grove, N.J. | (973) 857-4050 | DenteTrading.com



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Prime Kitchen Bath

This stunning kitchen wows on several levels, from the design detail, custom cabinetry, millwork and more. The modern flair aside, the room is an extension of the rest of the home, creating a cohesive element of beauty and functionality. And for more than a decade, the folks at Prime Kitchen Bath have been not only meeting client expectations, but exceeding them.

Cherry Hill, N.J. | (856) 484-3003 | PrimeKitchenDesign.com



Fascella Construction Corp.

For any project they touch, the experts at Fascella Construction Corp. make it their goal to bring luxury and comfort into the home, and this kitchen makeover was no different. From the first consultation to the finished product, the end result is to create a space in the home that welcomes you upon your arrival.

Upper Black Eddy, Pa. | (610) 847-6862 | FascellaCorp.com

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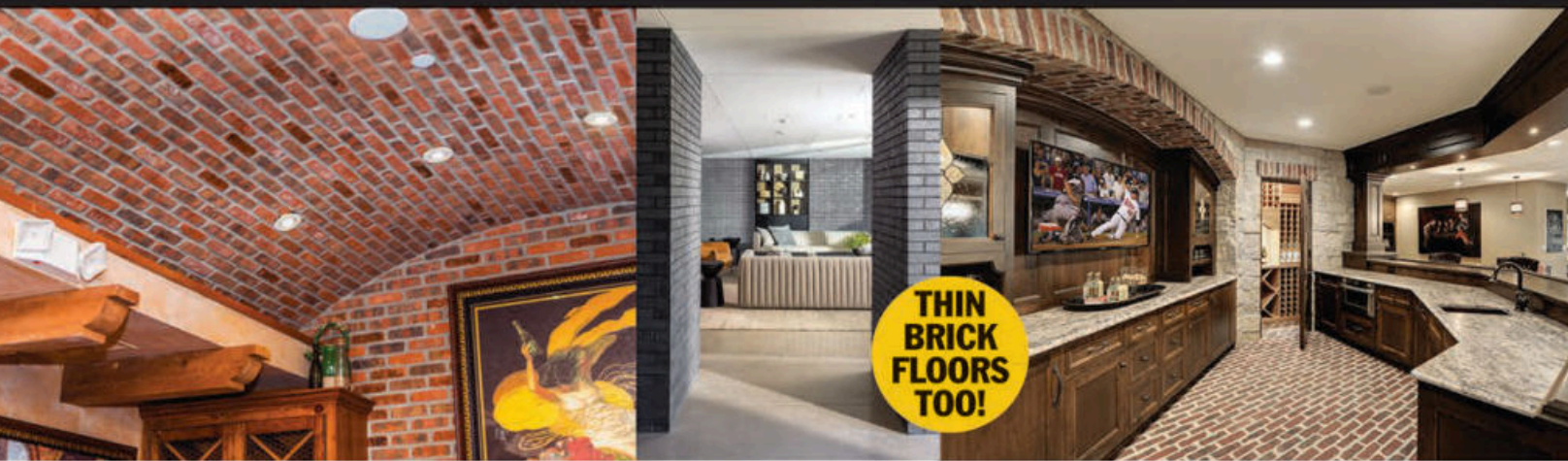
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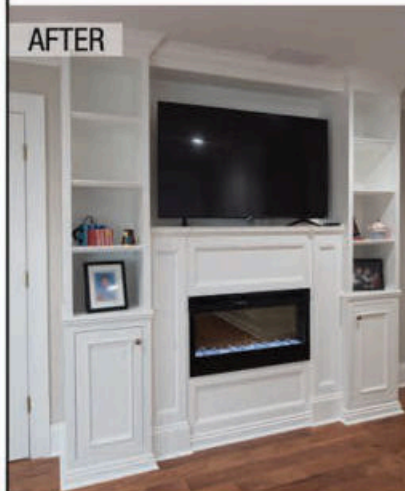


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