

HOUSE & HOME

Delaware

Your #1 Resource and Design Magazine

Volume 23, Issue 6

A photograph of a bright, modern kitchen. The kitchen features white shaker-style cabinets, a marble countertop, and a large island with a marble top and white base. Two chrome bar stools with wooden seats are tucked under the island. A stainless steel range with a stone backsplash is visible in the background. A large window on the left side of the kitchen provides natural light. A decorative chandelier hangs from the ceiling.

Fresh Flooring

The factors to consider when
choosing your next floor

ON THE FENCE

Finding the right finishing touch for a beautiful backyard

Visit www.HouseMagazine.com to view our Online Design Center



M

IMPERIAL

MARBLE & GRANITE

*Specialists in the Fabrication
& Installation of Natural
Stone & Quartz*

Kitchen Countertops | Vanity Tops
Fireplace Surrounds | Bar Tops | Slab Walls

Family Owned and Operated
since 2004

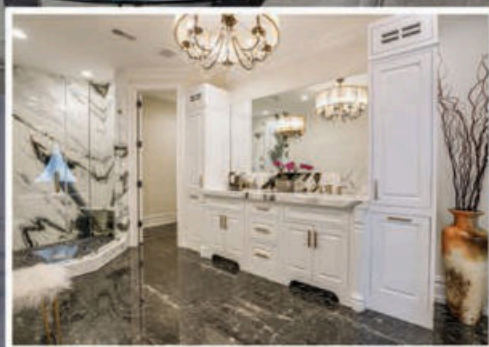
Cambria & Silestone Promotion

Select colors
up to 20% off!
Must mention *House & Home*
for special pricing.

Visit our new
showroom
located in West
Chester, PA!

QUARTZ
COUNTERTOPS
STARTING FROM
\$1,899

Up to 40 sq. ft. installed with 8 free edges to choose from. Exp 6/15/23



*Buy from the
Manufacturer
DIRECT and
SAVE BIG!*

*Will beat Big Box
Store Estimates*



Imperial Marble and Granite, Inc.

200 Old Tinicum Island Rd.,
Essington, PA 19029
610-521-0130

1311 West Chester Pike,
West Chester, PA 19382
610-738-5277

Visit our 4,500 sq. ft. showroom and 25,000 indoor warehouse.
Choose from over 500 slabs of Granite, Marble & Cambria
Call for Your Free Estimate & Design Consultation

www.imgstone.net

Need More Space? Add a Room!

If you need more living area call the experts at E & E Contracting!



BED & BATH ADDITIONS SUNROOM ADDITIONS PORCH ADDITIONS

Also Specializing in Full Exterior Remodeling Projects
Siding • Roofing • Windows • Doors • Decks • More!



Call For A Free Consultation

717-442-4814

EEcontractingLLC.com

DIAMOND KOTE
Building Products

**A CALL TODAY
COULD PUT
YOU ON
YOUR NEW
DECK IN MAY**

May installs still available!



**With all signed contracts through
April 30th, 2023...**

***FREE LED DECK LIGHT
PACKAGE**

Special only avail. with the Azek Premier deck package!

No Money Down! Credit cards accepted!
Home Improvement Financing Proudly Offered through
Enerbank for Low Monthly Payments!



We are so sorry, we don't redeck or resurface old decks!
Offer not valid with any other offers or estimates out. PA: 039607 • DE: 2001101379



302-897-0302

www.getdeckedin.com

Fully Licensed/Bonded & Insured!

**No Subcontractors! All work done by owner with 38
years Experience in Just Decks and Screen Porches only!**
Family/Owned and Operated!

8

contents

8 Fresh Flooring

When it comes to choosing your next floor, there's plenty to consider based on usage, lifestyle and other factors

14 Outdoor Essentials

The right style of fence can be the perfect finishing touch to a beautiful backyard



14

This Is The Year For Your Dream Kitchen



\$125 OFF

any project over \$1,250

Not to be combined with other offers.

Must present ad at time of purchase.

Expires July 15, 2023.

Showroom Open to
Safely Serve You

Creating masterpieces with marble, granite and tile for more than 20 years. Kitchens, bathrooms, fireplaces, floors, foyers and more.



301 East Market Street
West Chester, PA 19382

610-344-7700

Monday-Friday 8am-5pm
& Saturdays 8am-4pm

AAAmarble.com



PA015797



Get A New
Shower
Installed In

1 DAY

Jacuzzi
SHOWER SYSTEMS

50% OFF

Installation*

PLUS

NO Down Payment

NO Interest

NO Payments
for 12 months**



8AM TODAY



4PM TONIGHT



Low Threshold Walk right in!

**Have your dream Jacuzzi® Shower
installed at a price you can afford.**

- Fits Your Existing Tub Space
- No Mess Installation
- Amazing Style Selection
- Exclusively from PJ Fitzpatrick



**You Can Get a NEW BATH
In As Little As ONE DAY!**

866-832-7204 • TrustPJ.com

*Off installation portion only. Restrictions apply, see your Home Improvement Consultant for more details. Photo for illustrative purposes only, actual products may vary. Expires 05/31/23. **No interest if paid in full in 12 Months. During the promotional period, you will not have to pay a monthly payment and no finance charges will accrue on your account. If you repay your purchase in full before the end of the promotional period, you will not have to pay any finance charges. Financing is subject to credit requirements and satisfactory completion of Service Finance documents. Once the promotional period has ended, outstanding balances will accrue interest at an APR of 17.99%, and normal late charges apply. Offer expires 05/31/23. DE R2009603070 NJ #13VH10727206 MD #105494 PA #PAJ11323

HOUSE & HOME

YOUR #1 RESOURCE AND DESIGN MAGAZINE SINCE 1999
housemagazine.com

PUBLISHER

Edward P. McCartney

EDITOR

Peter Proko

ASSISTANT EDITORS

Matt Cosentino, Madeleine Maccar

CONTRIBUTING WRITER

Amy Kodrich

CREATIVE DIRECTOR

Hank Alspach

PRODUCTION MANAGER

Brian Mikulski

DESIGNERS

Alex Bianco, Abby Lurty, Jay Urbaniak, Lisa Zollinger

ACCOUNTING DIRECTOR

Darlene Versak

SALES DIRECTOR

Lindsay Gonzalez

SALES MANAGER

Jim Romano

NEW BUSINESS DEVELOPER

Chuck McKane

MARKETING CONSULTANTS

Kristine Di Nardo, Rochelle Dodge, Frank Liantonio,
Julian Rosado, Lori Vorgang, Amy B. Weiss

ACCOUNTANT

Max Haggerty

DIGITAL MEDIA DIRECTOR

Leigh Stuart

PUBLISHER EMERITUS

Bob Doran

EXECUTIVE PARTNERS

Gerry Haggerty, Edward P. McCartney

HOUSE & HOME

HOUSE & HOME Magazine, LLC, dba HOUSE & HOME ("H&H"). H&H reserves the right to determine the suitability of all materials submitted for publication and to edit all submitted materials for clarity and space. H&H is not responsible for loss, damage or any other injury to unsolicited manuscripts, unsolicited artwork or any other unsolicited materials. Furthermore, H&H will assume that unsolicited photographs, as well as ad photographs, are being submitted for possible publication and should they be published, no fee is due the photographer or model unless otherwise agreed upon in advance in writing.

HOUSE & HOME is a news magazine with emphasis on home repair and remodeling. H&H does not knowingly accept false or misleading advertising or editorial content, nor does H&H or its staff, editors or writers assume responsibility should such advertising or editorial content appear in any publications. Readers are encouraged to notify H&H if they suspect false or misleading advertising.

Before attempting any renovation or repair project mentioned in H&H, readers are advised to consult with professional home repair and renovation specialists for assistance, and to take any and all appropriate safety precautions.

HOUSE & HOME has not independently tested any products or services advertised herein and has verified no claims made by its advertisers regarding those services or products. HOUSE & HOME makes no warranties or representations and assumes no liability for any claims regarding those services or products or claims made by advertisers regarding such products or services. Readers are advised to consult with the advertiser and/or other home repair and renovation professionals regarding any such claims and regarding the suitability of an advertiser's products.

No reproduction of printed materials is permitted without the consent of the publisher of HOUSE & HOME. Copyright 2012 by HOUSE & HOME Magazine, LLC, all rights reserved. Subscription available for home delivery at our website, www.HouseMagazine.com, at a cost of \$19.95 per year.

National Sales Office:

HOUSE & HOME Magazine, LLC
700 E. Main St.
Norristown, PA 19401
Phone: 610-272-3120 Fax: 610-272-2805
Email: info@housemagazine.com

Regional Editions:

Bucks County HOUSE & HOME - PA
Central Jersey HOUSE & HOME - NJ
Delaware HOUSE & HOME - DE
DelChester/Main Line West HOUSE & HOME - PA
Montco/Main Line East HOUSE & HOME - PA
Northern Jersey HOUSE & HOME - NJ
South Jersey HOUSE & HOME - NJ

Visit www.HouseMagazine.com to view digital versions of each of the above editions.



Get the free mobile app at
<http://gettag.mobi>

Protect Your Home & Family



Call to Request a
FREE Security Consultation

- + Home Security Systems
- + Video Camera Systems
- + Home Automation
- + Fire & Life Safety Systems
- + Flood & Water Detection
- + 24/7/365 Professional Monitoring



B SAFE
SECURITY

www.BSafeAlarms.com
1.800.432.3473

Serving NJ, DE, MD, PA

DE Burglar Lic# 84-10 DE Fire Lic# FAL-0023 MD Lic# 107-1054
NJ Lic# 34BF00020800 NY Lic# 120003701294 PA Lic# 10590

CRUSHED STONE SHOWERS

By Home Smart Industries



Project time:
1-2 weeks
DAYS!

FREE
INSTALLATION
OR
\$0 PAYMENTS
0% INTEREST
TIL 2025 ON ANY SHOWER REPLACEMENT



- 70% crushed marble shower wall panels
- Custom sleek shelving and accessories
- Natural like tile, yet NO grout lines
- Senior & military discounts available
- Installed in 1-2 days by our trained & Certified Specialists
- Free estimates with exact price guaranteed for 1 full year!

CALL HOME SMART TODAY
TO SCHEDULE YOUR FREE IN-HOME ESTIMATE.

888-560-2592

>MUST CALL THIS NUMBER<

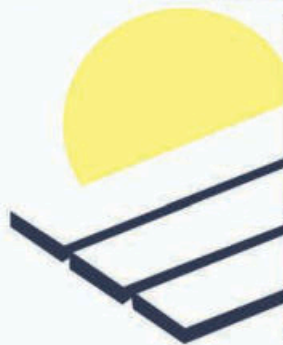
www.HOMESMARTIND.com



*Cannot be combined with any other offer. Previous sales excluded. Good at initial presentation only. Discount is only available to be used towards purchasing Luxstone walls. Additional work is extra and optional. Financing available for qualified buyers. Exp. 06/01/2023 PA:PA013302 * NJ: 13VH 04301900 MD: MD129485 * DE: 2008206060 NO PRICE QUOTES GIVEN VIA PHONE.



Inside or Out, Trust FSBD at Your Home.



FSBD
FIRSTSTATE
BUILDING&DESIGN

(302) 246-7464

www.FSBD.co

Visit Our Showroom!

**258 Wilmington Pike,
Chadds Ford, PA 19317**

Decks - Porches - Sunrooms - Patios - Outdoor Living





Fresh Flooring

by Peter Proko

WHEN IT COMES TO CHOOSING YOUR NEXT FLOOR, THERE'S PLENTY TO CONSIDER BASED ON USAGE, LIFESTYLE AND OTHER FACTORS.



ALL YOU HAVE TO DO IS TAKE A LOOK AROUND YOUR NEIGHBORHOOD TO NOTICE THAT HOME IMPROVEMENT PROJECTS CONTINUE TO BE ON THE RISE. Ever since the pandemic forced folks to spend more time inside the four walls of their home, renovation has become top of mind for many as they look to transform their space and make it more functional for today's lifestyle. But no matter if you're having the kitchen of your dreams built, updating an outdated bathroom or perhaps finishing the basement, all of these projects have one thing in common: the need to choose the right flooring.

When it comes to flooring options these days, there is no shortage of styles to choose from, whether you're looking to add fresh carpeting, lay down some hardwood or add luxury vinyl plank to freshen your design.

Choosing the right style largely boils down to a matter of preference, but one should also make an informed choice based on surrounding lifestyle factors. Do you have small children? What about pets? Are you looking to update the floors in a high-traffic area? By discussing these factors with a professional, they can determine which style of floors best suits your home.

"Talking with the customer to find out their needs, asking questions and educating them on the options available is necessary to help them make the best choice for their flooring project," says Jeff Stirling, owner of Creative Floors and More.

"Lifestyle is a huge factor," agrees Mike Junker, manager, Maro's Floor Covering. "Active families with pets are best served with waterproof, easy-to-clean vinyl floors or lower pile, more durable carpet in the most lived-in areas like family rooms and basements."

We spoke with Stirling, Junker and more of the region's leading flooring experts to get a better sense of what homeowners need to consider before making the right

choice for their household.

On the Carpet

When it comes to carpeting, Stirling says plush is the most popular style choice, but admits there are patterns in a low pile that sell quite well, too. "It's really a personal preference," he says, before cautioning that a homeowner needs to read between the lines when it comes to the different grades of carpeting available.

"Homeowners should be wary of low pricing in carpet, and really all flooring products," Stirling says. "If the price is low, the quality is low and it will not last."

Junker also offers careful words of advice for those in the market for new car-

peting, namely with regard to paying attention to how the carpet is constructed.

"Homeowners should consider the fiber that different types of carpets are made of. Nylon, wool and polyester can all be good choices, depending on desired appearance, durability and cost," he says.

And because the carpeting in your living area can take more abuse than the rarely walked-on carpet in a guest room, it may be wise to opt for higher-grades in the spaces that are more heavily used.

"Higher-end carpet is a great choice for stairs and hallways, and often family rooms, where durability and visual impact is desired. [Alternatively], bedrooms and basements are often areas where a mid-grade

Fresh Flooring

carpet can make sense” says Junker.

Elmer Stoltzfus, owner of Heritage Floors, says homeowners should not only consider quality carpeting when making their selection, but also make sure they are choosing high-quality padding for underneath as well.

“Padding is very important. The thought that a carpet is only as good as the padding underneath it is not entirely accurate, but it’s close,” he says.

When it comes to color choices, beauty is in the eye of the beholder. While neutral tones remain the primary choice for many who look to seamlessly blend multiple elements of the home, some are opting for multi-toned patterns that offer their own look and appeal.

“Multi-colored textured patterns are extremely popular for all areas of the house, especially in high-traffic areas. ... Neutral tones will always be popular, but stripe patterns are also very [in demand] right now,” says Junker.

Stoltzfus adds that he’s seeing customers continuing to gravitate toward plush carpeting, but acknowledges other styles also have their place.

“The trend I see is customers mostly choosing plush carpets, but more multi-colored options rather than a solid color. We do sell some pattern carpets, but it kind of seems like people either love them or hate them,” he says.

Walk the Plank

Of course, carpeting is not desired by everyone. In fact, many prefer the warmth of hardwood floors, or the convenience and aesthetic appeal of luxury vinyl in areas like the living room, kitchen and dining room. Some others may opt for laminate or porcelain tiles in bathroom areas and so on.

Gilmar Marcelino, owner of Victorian Floor Finishing, has been in the business since 2009 and has installed his fair share of hardwood floors over the years. But he’s also been a trusted resource when a homeowner is looking to have their existing floors refinished. Not only will it clean and help further protect the floor, but it also gives homeowners the opportunity to change the stain. This is particularly desired when a homeowner recently purchased the residence and is looking to add their own touches to the house or perhaps during the move they ripped up old carpeting

to be replaced and happily discovered a hardwood floor underneath.

“The main purpose of sanding [down to the bare wood] is that when we remove all finishing, we can apply any kind of color or stain available,” says Marcelino. “A homeowner is always looking to update the color of the floor to match the kitchen cabinets, match with some furniture or with new paint on the walls. That’s the majority of the reasons why the customer goes through with sanding and finishing the floor. It brings [the floor] to life and makes it look brand new.”

And perhaps the most talked-about flooring these days is luxury vinyl plank. It’s being utilized in rooms throughout the house and is attractive because of its color options, durability and affordability.

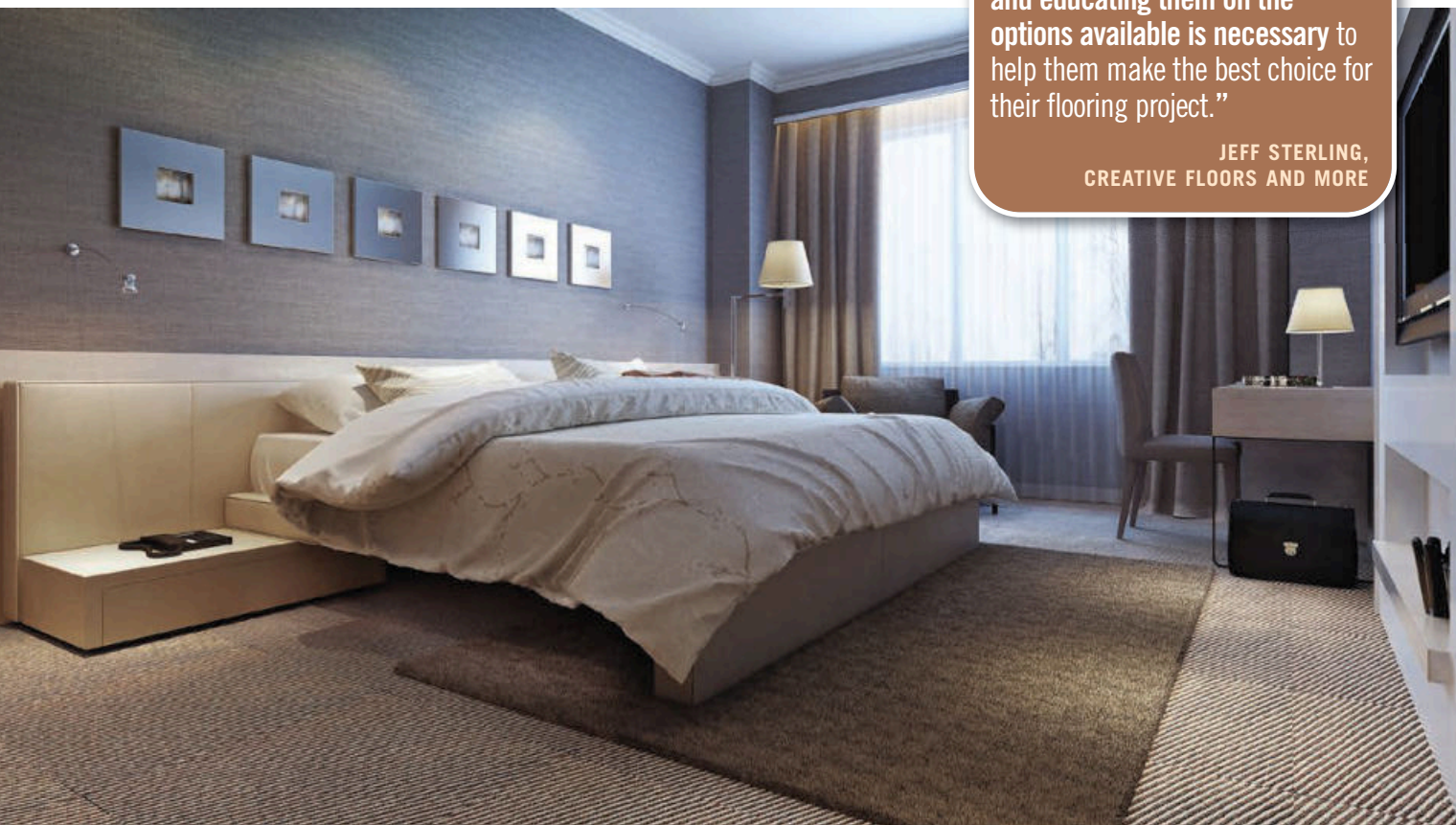
“Luxury vinyl plank is by far the most popular choice these days,” says Stoltzfus. “It has the lead over other types of flooring by a pretty good margin. There are a large amount of different styles and colors available.”

“Luxury vinyl tile has grown in popularity with homeowners for many reasons. Recent advances have allowed the patterns and



Talking with the customer to find out their needs, asking questions and educating them on the options available is necessary to help them make the best choice for their flooring project.”

JEFF STERLING,
CREATIVE FLOORS AND MORE



COMMERCIAL &
INDUSTRIAL
COATINGS
AVAILABLE

APEX CONCRETE
COATING
SOLUTIONS

WE'VE GOT YOUR FLOORS COVERED!

- 4X STRONGER THAN EPOXY • EASY TO KEEP CLEAN • WILL NOT CHIP OR PEEL
- 100% ANTIBACTERIAL, ANTIMICROBIAL AND EASY ON THE FEET

GARAGE, PATIOS, BASEMENTS, LAUNDRY ROOMS, POOLDECKS



ONE DAY GARAGE FLOORS

Call for a No Obligation Free Quote **(302) 993-6716**

apexconcretecoatingsolutions.com | www.facebook.com/Apex-Concrete-Coating-Solutions

Complete Home Remodeling



A. W. VIOHL CONTRACTING_{LLC}

Check our website for special offers

viohlcontracting.com • 302-375-6166



Locally-owned and family-operated, **A. W. Viohl Contracting, LLC** provides turn-key renovation and contracting services to **Delaware and Pennsylvania**. Since 2008, we have had the privilege of servicing the needs of hundreds of satisfied homeowners. Our mission has been to build a business based on honesty and integrity, providing quality workmanship at a competitive price.

We are not satisfied until you are.

Our skilled team of contractors provide start to finish home remodeling and new construction services, including kitchen and bathroom renovations, basement fit-outs, three season room construction, and installation of new decks and porches. It is our goal to bring your vision of what your home could be to life.

Since there will not be a Home Show event this year
WE ARE OFFERING YOU A SPECIAL HOME SHOW OFFER
CONTACT US FOR DETAILS ON THIS SPECIAL OFFER

REMODEL. BUILD. DESIGN.



Call or Go Online
for a **FREE** Estimate!

(302) 325-3474

fishwindowcleaning.com/3215

**WE FOLLOW
COVID SAFETY
GUIDELINES**

\$199

FOR UP TO 12 WINDOWS

\$339

FOR UP TO 21 WINDOWS

\$499

FOR UP TO 32 WINDOWS

Deals exclude specialty windows and can only be used for a regular cleaning. This includes but is not limited to storm windows, colonial cut windows, Pella windows, the removal of paints, stains, foreign substances, scratches, breaks, or any other material that requires chemicals to clean. This deal can be ended at any time and for any reason by management. This deal can be used no more than twice in a calendar year.
Expires 5/31/2023.

KIYOKO

Custom Interiors, Inc.

**Custom Window
Treatments**

Swags & Jabots
Roman Shades
Balloon Shades
Sheers
Valances
Custom Bedding

**Your Fabric
or Ours...
We Will Make It!**

**143 W. Lancaster Avenue
Downingtown, PA 434.883.1014**

**Fresh
Flooring**

feel of real wood to be replicated on vinyl plank/tile. This has allowed modern [vinyl flooring] to be not only durable, but also beautiful. In addition to this, the ease of installation has made it a rising star in residential flooring," says Anthony Sterl, of Sterl Kitchens Co. Inc.

"It's a great floor that has been on the market for a while and it doesn't look like it's going anywhere because everybody likes it," adds Marcelino.

In addition to attributes like being waterproof and free of scratches, luxury vinyl is designed to last. For instance, the flooring carried at Sterl Kitchens is actually rated for light commercial use. "That means it is much heavier than what is used in residential [properties]," says Sterl. "Our flooring also has at least a 30-year warranty and depending on the product, some may have a lifetime warranty."

Marcelino has seen his clients install luxury vinyl in a wide variety of spaces on the first floor, the second floor, in sunrooms, etc. "Today you can get the oak look, a pine look, a cherrywood look; I see all kinds and it looks like real hardwood," he says. "And the maintenance is much less. Even if you have a pet or small kids, you have nothing to worry about because that floor is meant to last a long time. ... I haven't done any replacements for existing homeowners because of issues with [a vinyl] floor."

No matter which floor suits your style and preference, homeowners are best served to find a trusted professional to help guide them in their selection. And as is the case with

most things in life, you get what you pay for, and sacrificing quality to save a few dollars could wind up proving more costly in the long run.

"All flooring products are not equal," says Stirling. "There are many different qualities of flooring in each category. This means different price points as well. Low price and quality do not go hand in hand. Homeowners should keep this in mind when shopping for flooring."

H&H



RESOURCES

Creative Floors and More

Coatesville, Pa.
(610) 873-6220
CreativeFloorsAndMore.com

Heritage Floors Inc.

Ronks, Pa.
(717) 687-7906
CarpetLancasterPa.com

Maro's Floor Covering

Ambler, Pa.
(215) 646-8178
MarosFloorCovering.com

Sterl Kitchens Co. Inc.

North Bergen, N.J.
(201) 866-7999
SterlKitchens.com

Victorian Floor Finishing

Palmyra, N.J.
(856) 858-6465
VictorianFloorFinishing.com



SIR GROUT

Restore
YOUR CASTLE

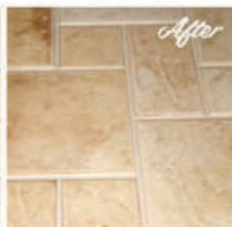
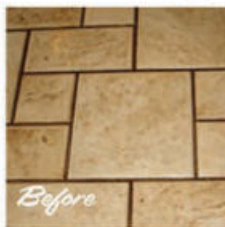
Tile & Grout
Stone
Countertops
Showers
Floors

\$50 OFF

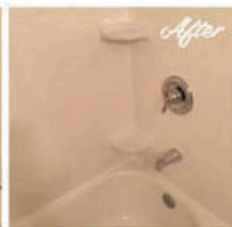
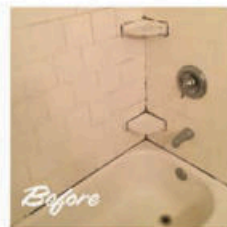
Any job of \$500
or More!

*Must present offer at time of estimate.
Cannot be combined with any other offer.
Call for details.

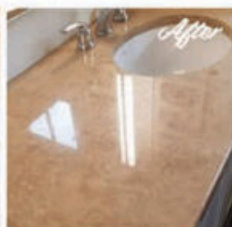
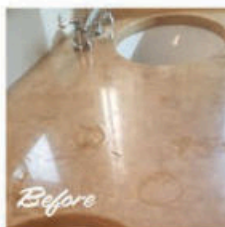
TILE, GROUT *and* STONE RESTORATION SPECIALISTS



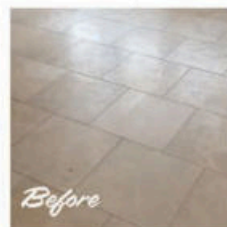
Grout & Tile Cleaning and Sealing



Complete Shower Restoration



Complete Stone Countertop Restoration



Stone Polishing and Sealing



SIR GROUT DELAWARE
302-527-6242
sirgroutdelaware.com



★★★★★ Angi Google yelp

Get started with a *free* estimate today.

Build the outdoor space
of your dreams



Proud to build with products by
 TimberTech

Now is the best time to build

Archadeck Outdoor Living has been designing and building custom outdoor spaces since 1980. In addition to flawless design and expert construction, we pride ourselves on transforming your backyard into the perfect outdoor escape.

Contact us today for your
FREE DESIGN CONSULTATION



302-455-2426



Archadeck.com

Check out our
SHOWROOM

Please call ahead

archadeck
outdoor living

Better Building by Design

DECKS • PATIOS & HARDSCAPES
SCREENED PORCHES • SUNROOMS
OUTDOOR KITCHENS • FIRE FEATURES
SHADE STRUCTURES



OUTDOOR ESSENTIALS

The right type of fence can be the finishing touch on a beautiful backyard, but homeowners should understand the pros and cons of different materials.

by **Matt Cosentino**

There is perhaps no more exciting realm of home improvement than the outdoor living space, whether plans include a resort-style pool, beautiful landscaping or a covered deck with a fully loaded kitchen and bar area. One aspect that is not always top of mind but is equally important as the bells and whistles is the type of fence that surrounds it all.

Homeowners may have different reasons for installing a fence on their property, and recognizing their priorities goes a long way in determining the style and type they should

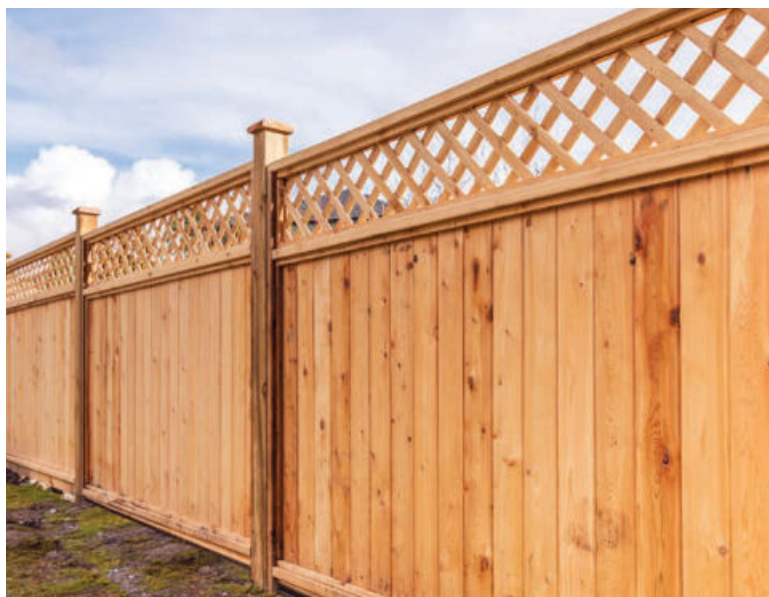
ultimately choose.

“More often than not a homeowner is looking for a fence because of pets and children, and these days I feel like more pools are going in than ever before, so once a pool is in the equation a fence becomes mandatory,” says Robert Hook of Progressive Fence & Railing, located at the Jersey Shore. “Privacy is also a huge factor for most folks, which is why the vast majority of fencing you will continue to see is [6-foot-high] privacy. Most customers want something that is low maintenance, but they also want some-

thing strong that can stand up to the abuse of the wind and elements, which is extremely key when working [on] one of the islands in South Jersey.”

The popularity of home improvement shows on television and the influence of social media mean that homeowners are often more educated than in the past, but meeting with a professional fence contractor can certainly provide even more valuable information.

“A lot of times, especially nowadays, people know what they’re interested in, what type of fence or style,” says Tom Hibbs of



Great Valley Fence. “But I will guide them through the process depending on if they need more privacy, if they prefer more of an open look, if they’re concerned about pets or kids. ... Most [towns] have adopted the international pool code, which is called the BOCA code. Anybody who has a pool or is thinking about getting a pool down the road would want the fence to meet that code, so that’s something I also make sure to mention.”

House & Home spoke to several local professionals to learn more about the factors to consider when shopping for a fence, the different types on the market and why customers lean to certain kinds over others.

Vinyl is final

Over the past decade or two, many residential neighborhoods in the Northeast have become dotted with white vinyl fencing. The appeal lies with the durability and low maintenance required of the material.

“Most of our jobs are vinyl,” says Danny Leslie of Superior Fence & Railing. “It’s maintenance free, it doesn’t rot, it doesn’t have splits, it doesn’t have cracks like wood, it’s easier to pressure-wash once a year than staining wood, and it looks good too. It comes in different colors—white, tan, adobe, gray—and we have a wood-grain vinyl. ... Are you going to keep getting someone to stain your [wooden] fence or replace a post when it’s cracked? Buy vinyl, it’s final.”

Hook agrees that vinyl is the go-to option for most customers and will continue to be because people do not want to spend the time and money to care for a fence made of other materials, such as wood. He also sees the colors and decorative elements improving each year.

“Colored and wood-grain vinyls have been around for quite some time actually, but there are always new additions being added by our suppliers,” he says. “There are definitely some newer and very popular styles that have emerged in the past few years such as horizontal privacy and horizontal semi-privacy fencing. It’s a very nice and

subtle change from a typical fence using vertical boards or pickets, so it catches your eye.

“There is definitely a big demand right now for almost anything that is slightly different than the norm, whether that is changing the style and specs of the typical fence, mixing and matching colors and even slightly different materials into the equation. There are so many variations when it comes to vinyl, you really have almost unlimited options to choose from.”

Hibbs adds that fencing that makes the property stand out is popular at the moment, though it may come with a higher price tag.

“Some people will get different colors but a lot of times it comes down to cost,” he says. “There are standard color upgrades—like beige, gray or clay—that won’t be nearly as expensive as a custom color. But if they want a custom color to match the siding of their house, for example, like brown, green or orange, those colors can be done but it’s a lot more expensive.

“Wood grain is another possibility, but that’s going to be on the expensive side too. They have wood grain finishes like mahogany, walnut and a natural color.”

Even with those possibilities, the downside of vinyl is that it may not fit as nicely with the natural beauty of the landscape. But in the end, the low-maintenance factor usually seems to win out, and Hibbs offers a suggestion for cleaning a vinyl fence.

“I actually don’t recommend powerwashing,” he says. “It’s a lot softer on the PVC to just use a hose or to hand-wash it with environmentally friendly soap and just wipe it down. They will get some grass and dirt on them, but if you powerwash, it could actually affect the integrity of the outside of the PVC. ... It’s actually a petroleum-based product, so if you powerwash the outside you could create pores in the material that would promote mold growth.”

Complementing the natural beauty

Leslie often finds that customers in wooded areas prefer fences made from spruce or cedar because of

ARCHITECTURAL **ACD** CONCRETE
D E S I G N[®]
By Christopher McMath Contracting, Inc.

1.866.956.2818

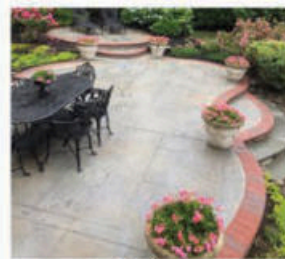
www.ACDconcrete.com



Pool Deck



Walkway



Patio



Driveway

SPRING
SPECIAL

\$500 OFF

Tri-State’s largest
builder of decorative
concrete systems,
for over 25 years.
Residential &
Commercial



their ability to blend with the natural surroundings of the property. Hibbs agrees but warns that unlike years past, wooden fences are not much cheaper than vinyl, if at all.

"It offers the natural look but lumber is still more expensive right now," he says. "Ten or 20 years ago, because they were still refining PVC and getting used to it as a fence product, PVC was a lot more expensive than cedar. But since the pandemic, lumber prices went up. Some of the standard lumber, like pressure-treated, spruce or fir, those prices came down, but cedar is still relatively expensive."

Hook believes there is a market for wood fences, however, and has started to see the prices get better the further we move away from the pandemic.

"Wood fencing in my opinion has actually come back in a big-time way, at least in the areas that I work in," he says. "You've had years and years of nothing but vinyl seemingly popping up, but the reality is that a beautiful cedar fence may simply match a customer's home and property infinitely better than vinyl will."

"Unfortunately, the market and the cost of lumber has skyrocketed since the beginning of COVID, but things have already begun to normalize. And while the costs of lumber went up, nearly every other material available experienced increases that were substantial, from wood to vinyl, aluminum, steel, composites, etc. Right now, the cost of a vinyl fence versus a good-quality cedar fence is very comparable, so it will come down to how that fence accents the property and its surroundings."

Hook always recommended vinyl when he first broke into the industry about nine years ago and still does plenty of jobs with it, but has become partial to wooden fences.

"[I]n my opinion, there is a huge market for cedar fencing and other hardwoods such as ipe, which when completed and maintained, simply cannot be matched aesthetically," he says. "Of course, it has to fit the property and the



customer's home, but I have developed a true and sincere appreciation for not just the look of wood fencing, but for the time and skill involved in building it, especially when it is a custom design."

Aluminum and other options

While chain-link fencing is still heavily used in commercial applications, it is not as common in the residential space as it was 30 years ago. Black aluminum or steel fencing does have its benefits, however, and is often utilized around a pool.

"One of the largest pros for both aluminum and steel is that the fencing is very un-obstructive to your view," Hook says. "Very often it is used surrounding a pool where the customer may already have a fence on their property line, but then the aluminum is installed immediately around the pool as a secondary line of defense for children. Since the posts and pickets are very slender, it doesn't block your view, it simply blends into the background. In many other occasions where customers have their property lines landscaped and planted heavily, well, they want their landscaping to be a highlight of the property. In those situations where privacy isn't a factor and a barrier is needed, it's the perfect solution."

Hibbs adds that just using aluminum around a pool rather than the whole property is a good way to save money, or if it is used in conjunction with a vinyl fence, it can give dogs a place to run around without getting near the pool. There are some negatives, however, particularly in a coastal setting.

"The biggest con to both is that no matter what, metal does not fare too well in a salt-air environment," Hook says. "Without a doubt, steel will eventually rust, aluminum will pit and oxidize, and at some point will need replace-



ment. Now, on the plus side there are a ton of different manufacturers out there, and many offer products with substantially upgraded powder coatings that are designed for a salt-air environment. That being said, they obviously won't last forever, but is there anything on your home or property that will?"

Hibbs says split-rail fencing with welded wire can be an inexpensive option to keep smaller pets and children in the yard, and can also be used to meet pool code. He also suggests black woven wire as a way to keep other animals out.

"We've done some work like that specifically for deer enclosures," he says. "Some years ago it became a big thing to very easily put up posts and attach deer netting. But the deer would get stuck in it, so our recommendation for deer enclosures would be to go a minimum of 10 feet high and to use the woven wire, which is a very strong, agricultural-grade wire. If deer happen to run into it, they'll just bounce right off and not get snagged in it."

Finishing touches

Just like automation has been a critical piece of other systems in the home, it has carried over to fences as well. Hibbs says remote-controlled gates have become quite popular with his customers, who enjoy just being able to open and close it with the push of a button.

He has also seen some homeowners put their own personal stamp on their fences by incorporating their initials and decorative elements into the gate or adding finials to the pickets.

Whatever the project might entail, if the goal is to get a fence installed in time for summer, it's important to act quickly.

"If someone is thinking about getting a fence, they should definitely be shopping around now,

because the longer they wait between now and June, the busier any fence company is going to get," Hibbs says. "It tends to slow down in the fall ... but March through June is definitely when I fill the schedule out pretty fast."

Leslie stresses the importance of finding a company with the best warranties on materials and labor. And while some handy homeowners may think they can tackle the fence installation themselves, it's probably best left to a professional, Hook adds, because of issues like grade changes, working around irrigation and landscaping, and drilling through masonry.

"There is an awful lot that goes into a fence installation, whether most folks realize it or not, and it's a very difficult thing to get right without proper experience," Hook says. "Plus, if you decide to do the work yourself and a warranty issue arises because you didn't install the materials properly, then you're going to be out of luck. A company like ours is an authorized distributor and installer of these products so not only do we warranty our labor, but then the material warranties by more of our suppliers are in the 25-30-year range because an authorized professional did the installation." **H&H**



RESOURCES

Great Valley Fence
Southampton, Pa.
(267) 716-0143
GVFence.com

Progressive Fence & Railing
Egg Harbor Township,
Avalon and Surf City, N.J.
(609) 449-8079
ProgressiveFenceAndRail.com

Superior Fence & Railing
Minotola, N.J.
(609) 727-3708
SuperiorFenceNJ.com

Modern Vacuum Elevators

- Install in new or existing homes
- Minimal space requirements
- Non-invasive Installation
- Unique Panoramic Design

We offer all types of elevators, stairlifts and wheelchair lifts for your convenience, luxury and/or essential needs. Providing all your home access needs in PA, NJ, DE, MD & NY.

***Perfect for your
BEACH HOUSE
inside or out!***



Many Traditional Styles

HOME ELEVATORS

Convenience Meets Luxury



*Manufacturer's
Preferred Dealer*



*Taking You To
The Next Level*



COLONIAL
MARBLE & GRANITE

ALL-IN KITCHEN

\$6999

- CABINETRY
- COUNTERTOP
- SINK
- FAUCET
- HARDWARE

KING OF PRUSSIA PHILADELPHIA HARRISBURG NEW CASTLE

OPEN 7 DAYS

Nation's Largest Selection in our Indoor Slabyard

VISIT US AT COLONIALMARBLE.NET

* CABINET INSTALLATION NOT INCLUDED. AVAILABLE ON MANTRA OR FABUWOOD ONLY. EASED EDGE. PROMOTION ON 10X10 LINEAR FT. KITCHEN

LIC# PA 040713 | LIC# NJ 13VH06363500 | LIC# DE 2011604522 | LIC# MD 115930