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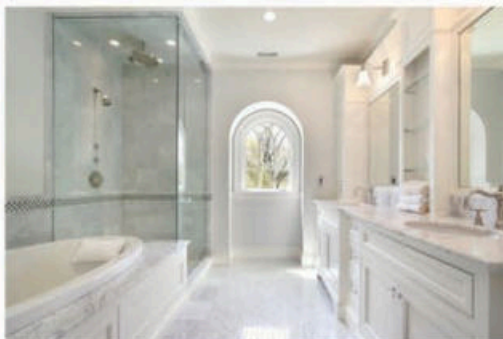
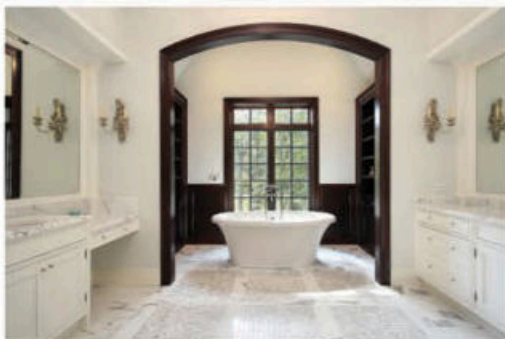
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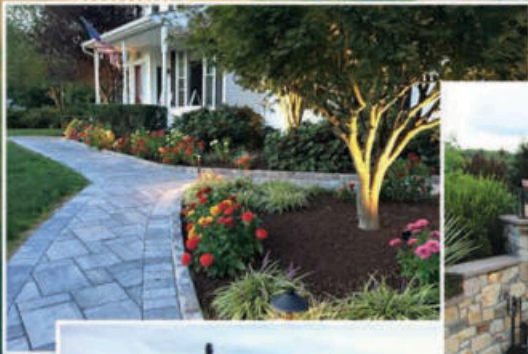
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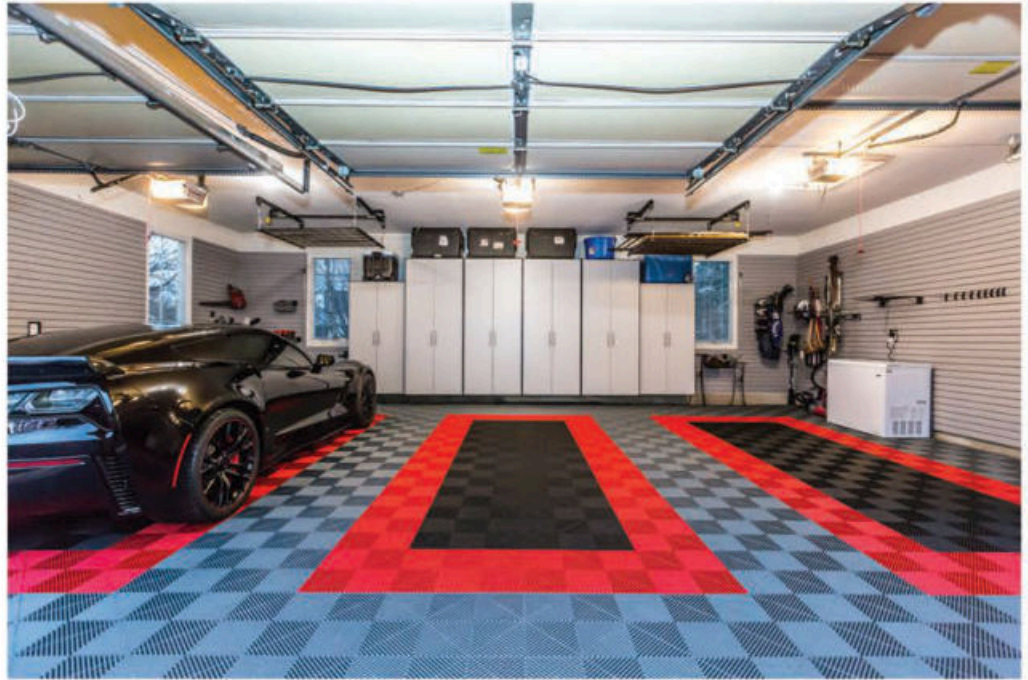
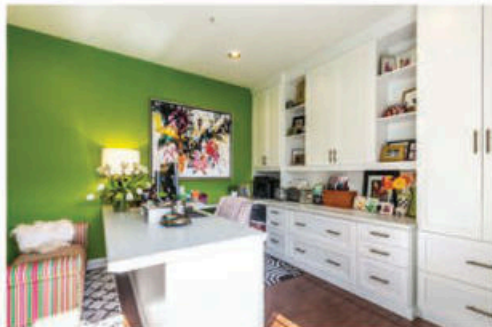
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On the cover:

Colonial Marble & Granite is a full-service supplier of natural stone and quartz materials, offering thousands of slabs, along with professional design and installation services. In response to the pandemic and rising remodeling demands, the company has expanded its technology and safety protocols. To find out more, turn to page 20. Cover image courtesy of Colonial Marble & Granite



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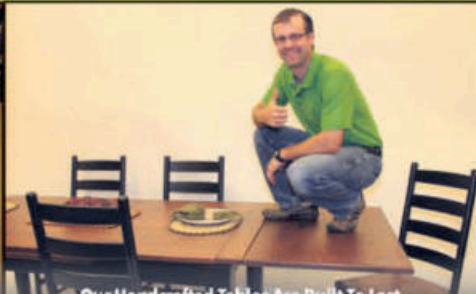
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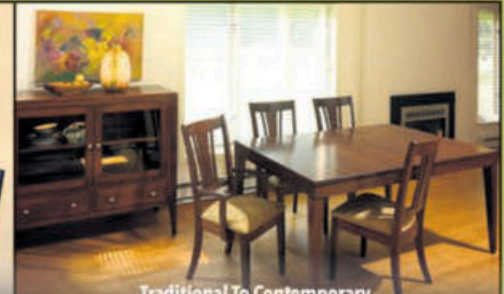
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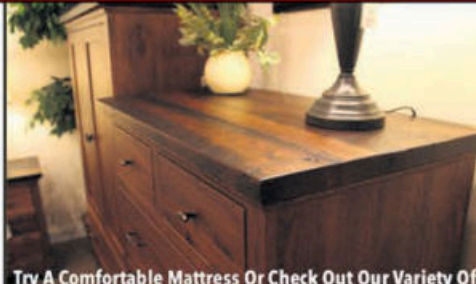
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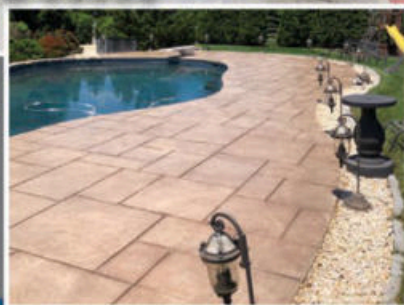
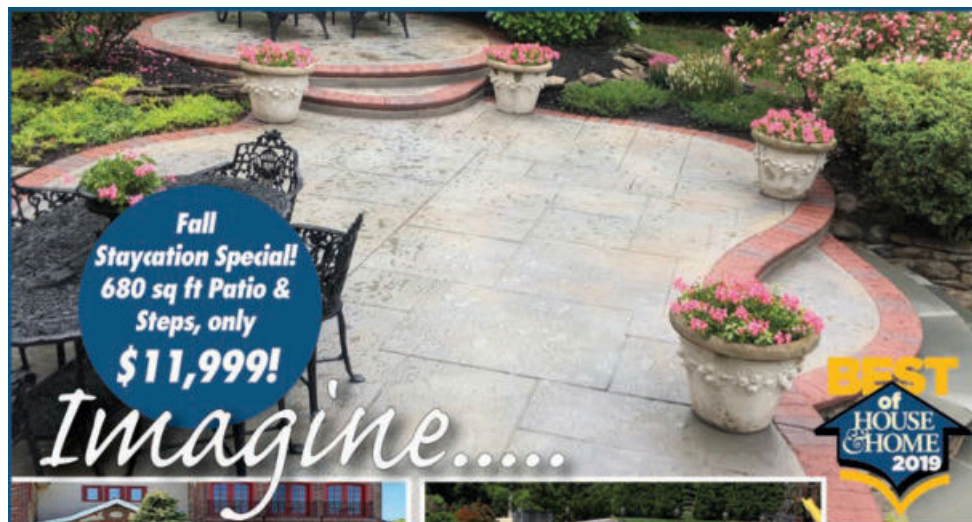
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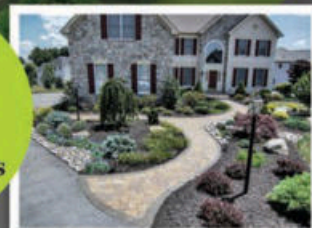
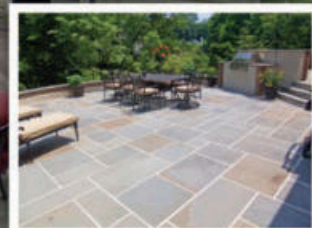
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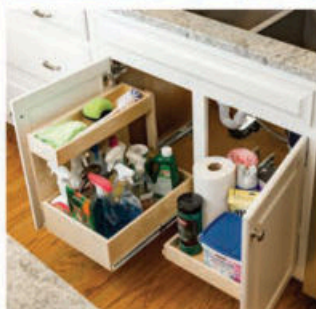
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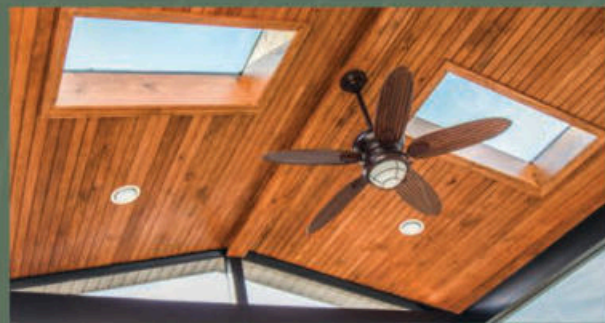
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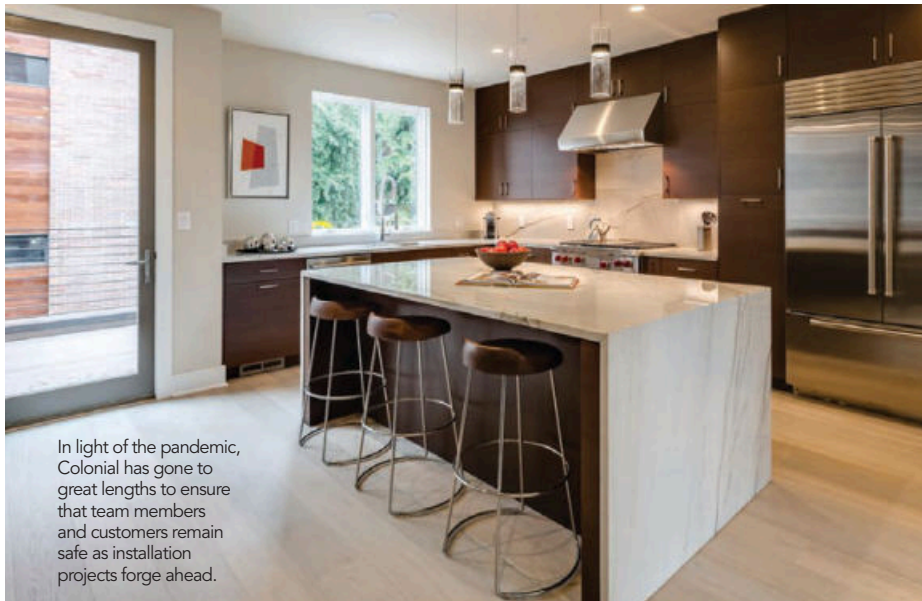
Just as granite and other natural stones have stood the test of time—weathered the storms and remained rock solid for thousands and thousands of years—it seems fitting that the leading provider of stone materials in the tri-state area, Colonial Marble & Granite, is doing just the same during these unprecedented times. The coronavirus pandemic has taken a toll on many businesses and changed life as we know it in many ways. But Colonial is determined to stand strong for its customers—and its people—even in light of these challenges.

Of course, whereas natural stone is known for its durability and unchanging nature, it has been Colonial's ability to swiftly adapt to changes that has helped the company remain steadfast in the face of so much uncertainty. Nikos Papadopoulos, president of Colonial Marble & Granite, says that the pandemic has been eye-opening and sparked changes to the company's culture and safety protocols—some of which will remain in place indefinitely.

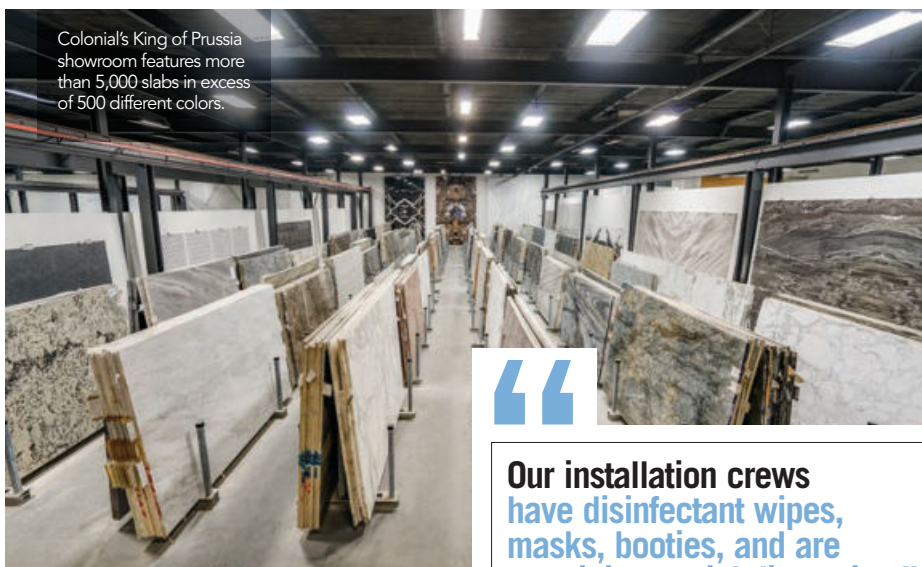
"Our eyes have been opened in terms of ways that we could adapt our cleanliness and our safety so that both our customers and our team members feel safe and comfortable here," Papadopoulos says. "We recognize that visiting the showroom is an important part of the home-renovation experience so we're going above and beyond when it comes to cleaning. That is ultimately for everyone's benefit."

One of the big changes that Colonial has implemented has been to outsource the cleaning to a company that caters specifically to disinfecting. Though such precautions are not required by law, Papadopoulos says the company is taking extra safeguards wherever it can. Plexiglas shields on sales stations have been installed, hand-sanitizing stations have been placed throughout all of the buildings, and there is also an increased level of internal cleaning in addition to the regular disinfecting. Of course, right now, masks are also required when visiting the showroom.

Papadopoulos says the pandemic has also opened the company's eyes to the fact that the virtual experience can initiate and even strongly support the renovation process from home. Fortunately, Colonial had already introduced the Kitchen and/or Bathroom Visualizer tools in which customers can build their new space virtually using a laptop or desktop computer. This tool allows homeowners to see how their space can come together, what materials might work best, and



In light of the pandemic, Colonial has gone to great lengths to ensure that team members and customers remain safe as installation projects forge ahead.



Colonial's King of Prussia showroom features more than 5,000 slabs in excess of 500 different colors.



Our installation crews have disinfectant wipes, masks, booties, and are practicing social distancing.”

— **Nikos Papadopoulos**,
president of Colonial Marble & Granite

even receive a price quote. Papadopoulos says that these tools have been invaluable during a brief shutdown caused by the pandemic.

“Renovating is such a visual process and these tools can help a customer to actually put themselves in their new kitchen or their new bath and look at different color tones and variances and start to narrow their choices,” Papadopoulos says. “What that meant is that customers were still able to keep moving forward with their projects, even during the shutdown. And when they did come into our showrooms, they had already narrowed their choices. They were less overwhelmed and ultimately had to spend less time in person looking at all the options.”

No Slowing Down

With people spending more time in their homes than ever before, the demand for forward movement in home renovations remains

strong. Papadopoulos says that Colonial is doing everything it can to ensure that team members and customers remain safe as these projects forge ahead. That has also meant doing everything they can to protect the installation teams.

“Our installation crews have disinfectant wipes, masks, booties and are practicing social distancing,” Papadopoulos says. “As installers enter our customers’ homes, we know that safety protocols are less in our control but we’re doing everything in our ability to keep our team as safe in the field as they are here in the office.”

And there’s no question that the projects are coming in rapidly. As quarantine lingered on, and more folks turned home spaces into

work-from-home spaces, many have been inspired to complete upgrades.

In terms of what’s trending for those renovation projects, Papadopoulos says that whites and grays remain hot right now. But countertop color choices always come down to a matter of personal preference.

In terms of material, quartz—which Papadopoulos says is nonporous, doesn’t need sealing and doesn’t stain—is getting a lot of buzz. But given the fact that Colonial has more than 700 natural stone selections to choose from in house with thousands and thousands of slabs (each with its own unique variations), there’s certainly something for everyone. This even includes incredibly unique materials such as semiprecious stone countertops made from semiprecious gems like amethyst, rose quartz, mother of pearl and blue agate.

“These are slabs that you can’t find anywhere else,” Papadopoulos says. “Walking through these selections is like walking through a museum of natural art. This is nature’s beauty and when you step inside our showroom, you’ll experience slabs you’ve never experienced before. That makes it very exciting for the customer to have it all under one roof.”

Colonial has no intention of slowing down as it works to accommodate increasing demand. It’s why the company recently invested millions into the fabrication side of the business. Papadopoulos says it’s all in an effort to ensure that the most precise fabrication is producing the finished product customers dream about.

“We’re using robotics to ensure we have the best technology available—and that the product we’re coming out with is above and beyond what other fabricators are producing,” he adds. “We’re investing in new technology and adding new machines because we want to keep improving and moving our business into the future. In the end, it comes down to us being the best that we can be for our team and our customers.” **H&H**



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Custom Creations

Sweet Water Woodworks provides exquisite cabinet designs with personalized customer service. *by Lindsey Getz*

Early on, when he was just a teenager, Jonas Stoltzfus got his start in the cabinetry industry installing stock cabinets right out of the box.

Seeing how these would often fall apart and lacked any originality, Stoltzfus says he was intrigued. He knew he could build a better cabinet. In time, that dream became a reality and today, Stoltzfus owns Sweet Water Woodworks LLC, with a showroom in Narvon, Pa. Stoltzfus says it's incredibly rewarding helping clients create cabinetry and other woodworking designs that perfectly suit their home.



While there's no question that homeowners have a lot of choices when it comes to choosing cabinetry, it's the customization and the unique customer experience that help set Sweet Water apart. The company's history is also steeped in the Amish tradition of quality and the value of having handmade pieces that can become timeless additions to the home.

"We're a smaller company, so we're really focused on providing excellent customer service," says Stoltzfus. "That's something that can be hard to find these days. But when you work with us, it's a very hands-on experience. We're not just purchasing our cabinets from a large manufacturer and delivering you something from a warehouse. We're manufacturing and installing our own cabinetry."

That makes the possibilities nearly endless.

With everything being custom made, the homeowner has unlimited options in terms of what they want to create. In a time when it often feels as though we can't escape those cookie-cutter looks, this is one of the best ways to have something truly unique. With custom-designed woodworking, you can infuse true originality into your home.

"Homeowners can bring ideas to us and we can help create exactly what they're looking for," Stoltzfus says. "People like the process of finding photos and ideas that they like but then working their own ideas into the mix."

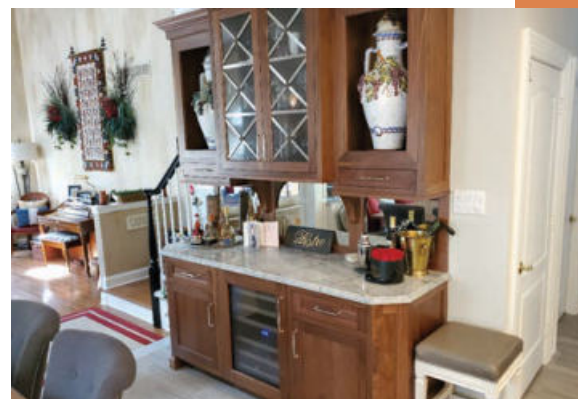
In the process, Stoltzfus is combining homeowner ideas with his more than 20 years of experience—knowing what works and what doesn't—in order to create the ideal design. Of course, this is not just for kitchens but for any room of the house. Beyond kitchen cabinetry, Stoltzfus is also creating original bathroom vanities, library and home office wall units, mud-room benches and storage units, laundry organization, custom entertainment centers and more. Stoltzfus says they're also creating decorative details in each of these spaces to add a truly original touch. This includes custom interior shelving, corbels, carved insignia, detailed molding, custom range hoods and anything else a homeowner can dream up.

A lot of Stoltzfus' creations mean custom solutions, too. Custom-designed pull-out cabinetry for spices and for trash cans are two popular options in kitchens. With so many people working from home, there's also been a surge for unique office desks with the ultimate organization and hidden storage. But Stoltzfus says that the solutions can be anything that the homeowner is seeking for their specific space.

While there's no question that custom design is all about homeowners' unique wants and needs, Stoltzfus also makes a point to keep up with the latest trends. Right now, he says that white and gray cabinetry are continuing to trend. These are classic looks that won't go out of style.

"Most homeowners are looking for a simpler, cleaner look these days," Stoltzfus says. "We're seeing a lot of big, open space layouts where homeowners want to truly make the most of their space. Custom cabinetry can play an essential role with this."

In terms of installation, Stoltzfus is using a



very trusted contractor who installs 90 percent of their work.

"We get a lot of great comments from our customers about our install crew, he says. "When they show up to install the cabinets, it doesn't take customers long until they are at ease and actually like having them in their houses. Some homeowners say they are like family by the time they are finished with the install."

For instance, Skip and Terry Hewett of Kennett Square say they are celebrating five years of having a beautiful and very well-designed kitchen by Sweet Water Woodworks.

"All of our cabinets and drawers operate and function as well as when they were first installed and all the cabinetry still looks like fine furniture inside and out," the couple says. "We recently noticed a small area that appeared to have a finish problem happening, and with attention and expert workmanship, Sweet Water repaired it quickly. The finish is perfect and matches exactly. We were told when we signed the contract that Sweet Water stood behind their work if there was a problem not due to wear or abuse and they did with a smile. We're so happy and satisfied after 'wear and use' testing."

Stoltzfus says that because homeowners work with Sweet Water every step of the way, they're able to ensure that craftsmanship is seamless from the manufacturing through the installation.

"The process starts with the initial consultation and material selection and goes all the way through the manufacturing to the installation," he says. "Because of this, we can guarantee our work throughout the lifetime of the product." **H&H**

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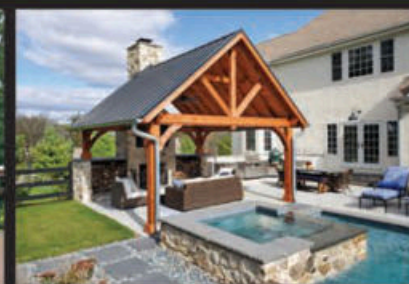


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BY
LIZ HUNTER

Kitchens and bathrooms remain at the top of the remodeling list for homeowners, even during the pandemic. People are cooking at home more often, working and learning remotely (often using kitchen space) and the hot real estate market has some making updates to make their house more appealing to buyers.

In fact, the National Kitchen and Bath Association released its latest Market Outlook, and it confirms this trend, showing that the percentage of homeowners actively working on remodeling projects increased significantly, from 19% in this year's first quarter to 36% in the second quarter.

Guy Henri, owner of F+S Kitchen and Bath Design Studio, says when the pandemic came, he was sure the market for home improvements would crash. "Instead, there was a spike in demand—kitchens, baths, renovations. Now that they've been home, they see the missing parts or the outdated things and want to make changes," he says.

"With the reduced travel and vacation plans for most homeowners, they are taking those funds and investing them into their homes," says Linda Fennessy, Kitchen Magic public relations and print manager. "The staycation is becoming more popular, and they are investing the vacation fund into their kitchen and bath remodels."

House & Home spoke with some of the top companies who have invested years in remodeling kitchens and bathrooms to find out what design elements are coming to the fore and what advice they have for anyone about to embark on this adventure.

Photo courtesy of Holcomb Cabinetry

KITCHENS:

WHAT THE EXPERTS SAY

In kitchens, the overall desired look remains something simple, clean and soft.

“Homeowners are looking for materials that are easier to clean—simple door styles without a lot of detail, which tend to pick up dust, lint and grease. Shaker door styles remain popular, but flat panel doors are gaining traction.” —*Meg Schultz, The CabinetTree Design Studio*

WHAT'S OUT?

Busy wood grain (oak and cherry) cabinets

Ornate wood hoods with corbels and heavy lintels

Soffits above upper cabinets

Drop-in sinks and built-in soap dispensers

WHAT'S IN?

Quartz countertops

Blue accent cabinets

Clean and simple door styles

Prep islands

Roll-out racks, drawers and shelves

Built-in USB chargers

“Seventy percent of homeowners are choosing some form of white. Grays and light woods follow in second and third places. Our flat-center-panel Shaker styles are the most popular. These door styles are from our Prestige Collection and are all at the lowest price point of all our doors. The material is a maintenance-free laminate, allowing homeowners to clean them with just a wipe for easier care.

“Almost all homeowners are adding efficiencies like prep-islands and smart storage solutions like roll-out spice racks, pot drawers and shelves to create a more efficient cooking experience.

Many of our customers are choosing cabinet refacing, saving almost 50% over new cabinets and reinvesting the savings they incur for these upgrades.” —*Linda Fennessy, Kitchen Magic*



this in suburban homes, but another color popping up is blue. It goes so well with things—you really have to see it to believe it. I think in 2025, gray will look like an outdated color. We’re already starting to see it fade with some vendors, and see more colors come in, even green.

“Another one coming to the forefront is countertops with Microban. People often cut on granite or quartz without damage, but this also protects it from bacteria seeping in. In the last nine

months this has definitely been something people are more interested in.” —*Daryl Holcomb, Holcomb Cabinetry*

“If you are thinking of doing your kitchen, you might think new cabinets will cost too much, but imported cabinetry is affordable and offers a great selection of materials and semi-custom designs, which can help you stay on budget for projects. Fabuwood and Cubitac are two brands, for instance, where you can really have a nice finished look without being extravagant.”

—*Guy Henri, F+S Kitchen and Bath Design Studio*

BATHROOMS:

WHAT THE EXPERTS SAY

In bathrooms, homeowners want openness, as well as practicality.

“The No. 1 feature we hear from customers is the open and airy feel that all-glass frameless enclosures help create. The bathroom feels bigger and more luxurious. It also helps in viewing the tilework on the shower, in many cases which has been a significant investment by the homeowner.

“We are generally seeing increased popularity with ‘Euro style’ sliders, or sliders with exposed rollers. In a door or closet situation you would see them called a ‘barn door’ style. We are also generally seeing larger shower enclosures, and in many cases incorporating large fixed panels of glass to accommodate the increased size.” —*Ben Weaver, Alderfer Glass*

“If committed to staying in the home long term, people want to make the master bath personal. They lean toward a fresh, transitional contemporary style, removing the confines of a narrow toilet room, but still looking for privacy with a partial wall or obscured glass. Freestanding tubs can also be like a work of art in the space and come in a variety of materials.

“Hall bathrooms are often ignored when discussing bathroom remodels. Hall baths serve a different purpose, usually for children and guests. It should include a tub, especially if there is not another tub in the home, because parents likely aren’t bringing their children into the master to bathe in that tub. Trends aren’t much different than the master bath—clean, neutral whites, grays and navy blue or natural wood for vanities.” —*Dave Cerami, HomeTech Renovations*

“All-glass frameless shower enclosures add a great look and value to your project. We can enhance the look with heavy ¾-inch or ½-inch clear tempered glass to show off accent tiles, or choose from different types of patterned or custom-tinted glass.



WHAT'S OUT?

Built-in Jacuzzi tubs

Small tile

Narrow toilet rooms

WHAT'S IN?

Spa-like master baths

All-glass frameless shower enclosures

Freestanding tubs

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Floating vanities

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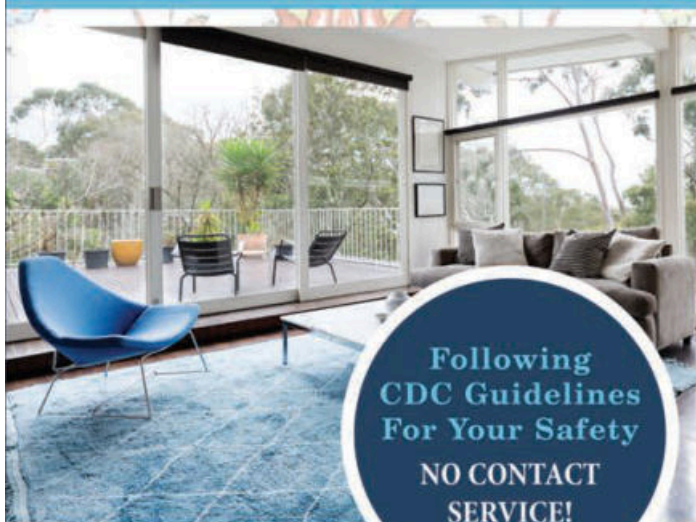
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MORE ADVICE FROM THE PROS

“Don’t get overwhelmed. Look at pictures online of kitchens, bathrooms and areas that you like and would like to incorporate into your home. Pick out specifics from those photos and go from there. If you don’t have a direction that you would like to go with before you start, you will have an overwhelming amount of options in front of you.” —*Wendy Amiano*

“Really consider all the different interior components that are more readily available these days to make your cabinets work harder—drawers with built-in USBs to charge devices but keep them hidden away and off countertops for exam-

ple. Ask the designer to recommend storage options to make the most of the renovation.” —*Meg Schultz*

“I am a firm believer that the installation of a shower makes all the difference to a successful product. The value of experienced and highly trained installers cannot be overstated, as there often are no two bathrooms that are completely the same. Glass has very little room for error, so you know that experienced companies and techs have years of practice honing their craft.” —*Ben Weaver*

“Share specifics of your lifestyle to designers and contractors. With all of the technology and products available, if you tells us your grandkids are over all the time and playing with the cabinet doors, or if you cook a lot, or if you’re moving in five years and don’t want to spend a lot, or if you’re never moving—you can never share too much. All of that allows us to create something tailored just to you.” —*Daryl Holcomb H&H*



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How did Strawder Family Innovations get its start and where did the idea for your roofing safety device, The RIDGEPRO, come from?

Strawder Family Innovations is a family business consisting of myself, my two brothers and our parents. We've been in construction pretty much our whole lives in some way or another. As my father got older and was still working on roofs, he realized his legs and eyes were getting weaker and it was becoming more dangerous. In this industry there are many people who fall off houses and get injured or actually die, so we made it our mission to dramatically reduce those accidents. My brother is a mechanical engineer and I went to business and marketing school, so we as a family put our heads together and came up with this product, The RIDGEPRO. It caught on so quickly and we've been in business for about six years now.

How does this product differ from others that came before it?

The idea that you could connect to the peak of a roof before you ever got off a ladder was something that had never really been explored prior to our introduction to the market. We now sell this all-in-one safety device to roofing contractors, insurance adjusters, solar installers and chimney sweeps; basically anyone who gets on the roof for their job. We have a way for them to get off the ladder and return to the ladder in a much safer way than was previously available in the residential roofing industry.

Is The RIDGEPRO easy to use?

We knew right from the beginning that if we were going to succeed it would have to be portable, it would have to be super easy to set up and use, and it would have to be versatile, because not every roof is the same. For example, it could be a 45-degree roof, it could be a 60-degree roof; all of these roofs have different variations. So we incorporated a way to set the slope of the roof on the device itself on the ground, before you even go up. Then when you push it up to the peak with the extension pole, you get the maximum clamp on the peak of the roof before you even step off the ladder. Those things were very important factors during development.

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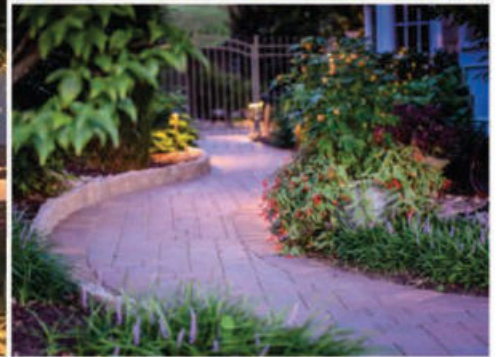
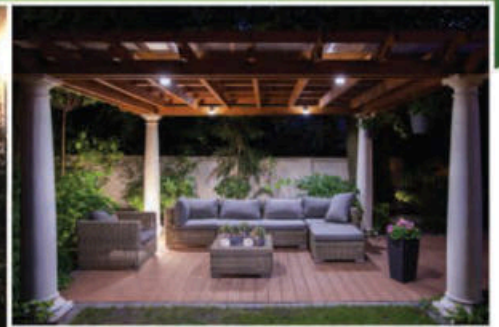


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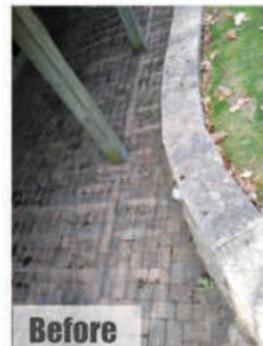
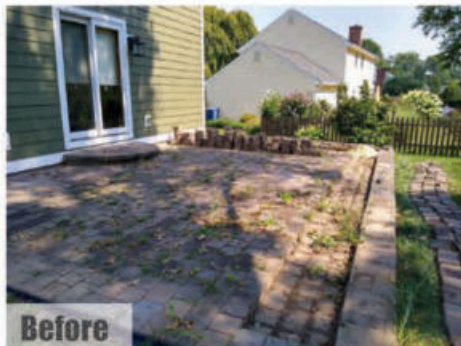
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SWEATER WEATHER

This coming winter is bringing more uncertainty to end the year. The Almanac predicts wet, wintry mixes in December and January, and the potential for a blizzard in February. Is your home ready? We asked professionals about how homeowners can best prepare for the weather with repairs, replacements and innovative products.

Protecting your home from the season ahead.

By Liz Hunter

Q:

What would you say should be the top concern for homeowners on their exterior and why?

The No. 1 concern homeowners should have with winter approaching should be your roof. The roof is the main point of entry for exterior elements such as rain, sleet and snow. If the roof is not addressed properly, many issues may occur. Insulation and sheetrock can become wet, which in turn could cause a mold restoration issue. These issues could carry throughout the entire home making for more costly repairs. ➔



Q. Before having a new roof installed, what should homeowners be aware of?

When purchasing a new roof, they need to be aware of several items that can extend the life of their roof and increase the value of their home. Ice and water shield, counter flashing and pipe flange replacement, along with synthetic underlayment, should all be considered when purchasing a new roof. All of these options will increase the longevity of your roof and keep the interior of your home protected from exterior elements.

**Giovanni Esposito, owner
Imperial Home Remodeling
Blackwood, N.J.
(856) 302-6207
ImperialHomeRemodeling.com**



Q. Why would it be a good idea to consider new siding on my home now?

Homeowners should consider new siding as winter approaches because siding is often forgotten about as an essential part of home protection. Siding is more than just material on the house, it is a system that involves underlayments, flashings and j-channel that tie into the roofline, soffit and gutters, as well as windows.

Now is a great time to install siding because our crews are less busy than in the spring and can oftentimes lead to additional savings.

Has vinyl siding changed from a decade ago?

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Q.

What steps can a homeowner take to survey their home for potential damage?

Walk around your house and do a ground-level inspection of your roof and siding for

leak prevention. Flat roofs with a single-ply membrane offer the greatest potential for leaks.

Clean your gutters. Regular cleaning prevents garden-bed washout and ice damming during colder months. For some homeowners, this task can be DIY, but professional services are recommended depending on gutter height. Should you choose to tackle the job yourself, prioritize safety. Make sure your ladder is sturdy, stable and on level ground, and that its height exceeds that of the gutter. When in doubt, call a professional to schedule an appointment.

Seal air leaks by caulking windows and other openings. Add insulation where needed. Consider replacing the front door. Doors offer the highest retention for investment, and will keep your home warmer inside.

Why are local companies the better choice for contracting this type of work?

Be wary of fly-by-night solicitations from out-of-area contractors. The job at hand may be the first and last time you'll see them. Workmanship warranties may be compromised if the

contractor is based on the other side of the country. A local company will have greater immediacy and responsibility should there be a problem or installation concern.

**Chad Kazaba, service and warranty director
G. Fedale Roofing & Siding
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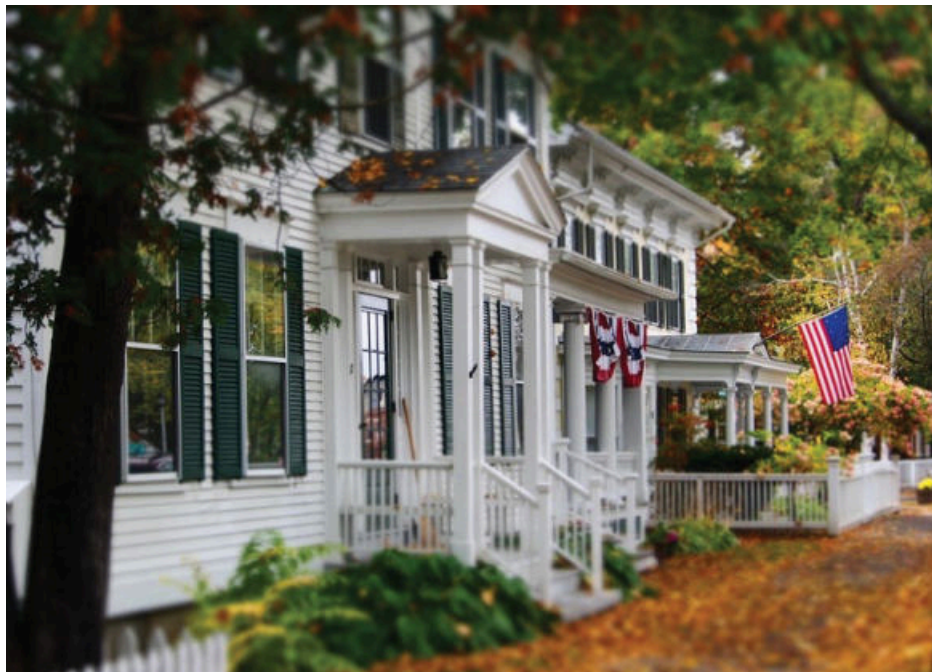


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Q: Do homeowners often overlook the impact of a garage door when it comes to winterizing?

When temperatures start to bend and the air gets colder, it's always important to check the weather seal around the opening and at the bottom of a garage door. The bottom seal should be pliable, not hard. Also check the door for lubrication so it's easy to open and close.

Are new garage doors built more efficiently to reduce these issues?

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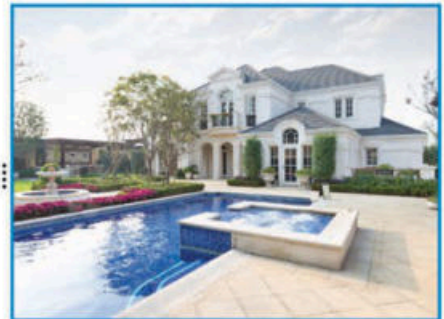
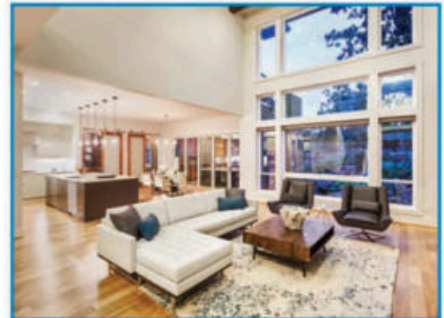
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