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Your #1 Resource and Design Magazine

Volume 23, Issue 12

AAA Hellenic Marble

Expert guidance to find the perfect stone products for your next project *page 11*



Stylish Spaces

Inspiring kitchen and bath remodels

+ Inside:

Annual Kitchen & Bath Directory

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Dilworth's Custom Design

Taking home renovation to the next level

page 13

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Imperial Marble & Granite

Providing dedicated customer service and exclusive products to more Pennsylvania homeowners *page 29*

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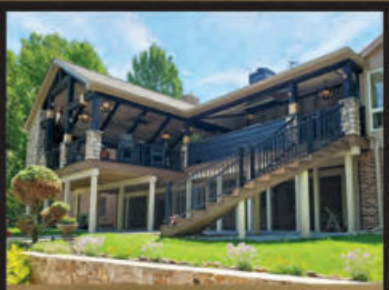
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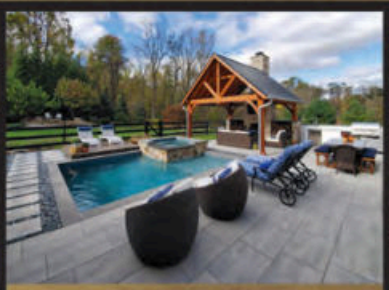
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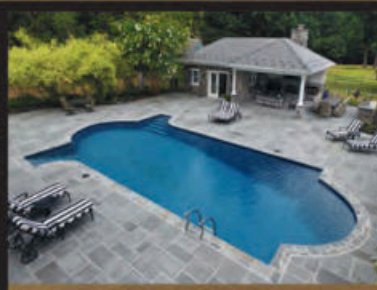
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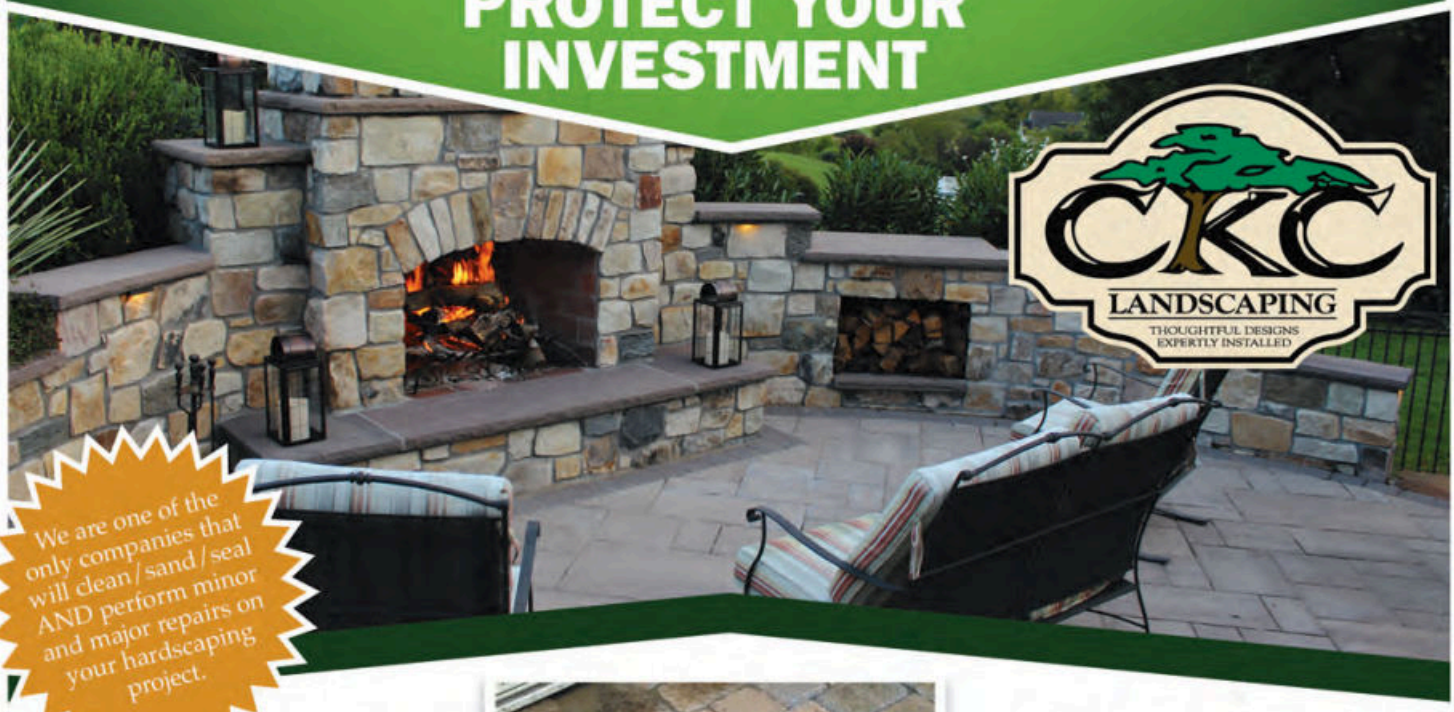
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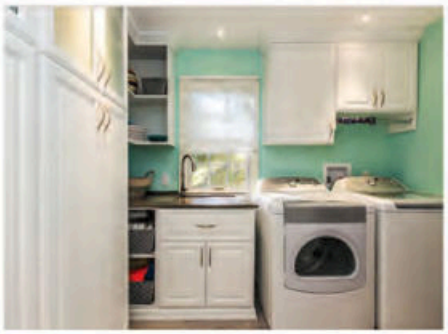
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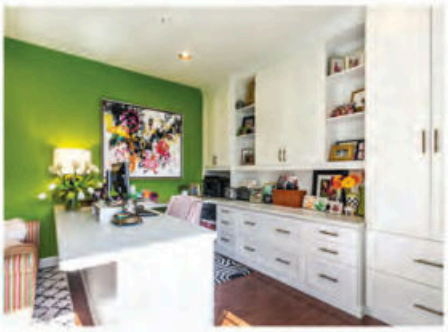
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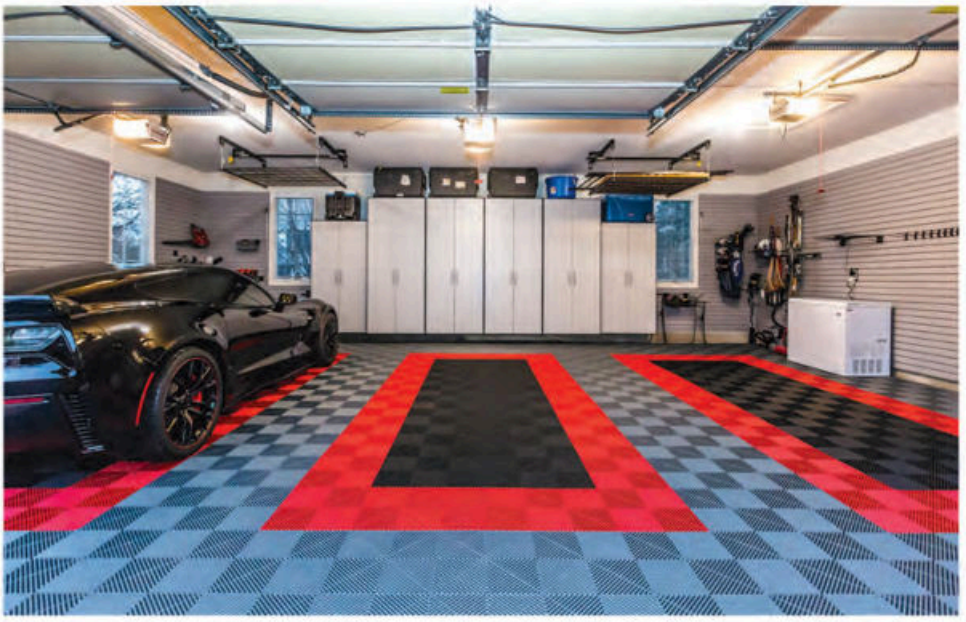
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Choosing the perfect stone takes careful consideration, and the guidance of someone who knows the product. At AAA Hellenic, customers can turn to professionals who have decades of experience designing and installing stone in kitchens, bathrooms, foyers, fireplaces and even in outdoor living spaces. Mike Werner, sales manager, is one such expert who has been with the family-focused company for more than 10 years.

House & Home spoke with Werner about how new products from Silestone and Dekton are giving people the high-end looks they've wanted at a more reasonable price.


Mike Werner, sales manager

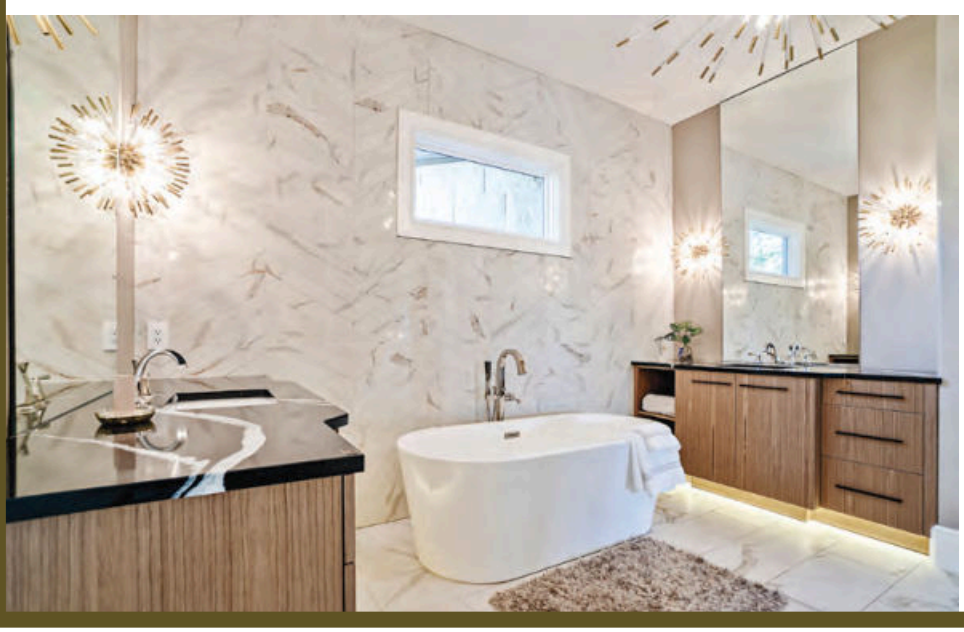
WHEN YOU MEET WITH CLIENTS, WHAT ARE SOME THINGS YOU NEED TO KNOW ABOUT THEIR LIFESTYLE TO GUIDE THEIR SELECTION?

Most individuals typically have saved pictures they found online or in magazines to establish an idea of their design preferences. We also want to know about what's going on in the space where the stone will be used. Every household is different. Materials they might like or find attractive might not be the best choice for their home. Granite is very dense and durable. It is heat resistant and scratch resistant, with minimal maintenance. Marble is a classic choice with unrivaled beauty and gives you a timeless look. It may be a little softer than granite, but will still give you a very durable surface.

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Engineered quartz has gained popularity over the past couple of years, but natural stone is still the most requested for its beauty and durability. Natural stone quartzite is an especially good choice for kitchens. Everyone likes the look of marble, but it's softer and more porous. Quartzite is a dense stone that can handle the impact and functionality in a kitchen, and it's not as porous.

We directly import this stone from the quarries to our facility, which enables us to pass discounted pricing on to clients for rare quartzites in a wide variety of colors. The materials are temperamental and require a high level of care and precision, which Hellenic excels and specializes in.



WHAT ARE THE NEWEST MATERIALS ON THE MARKET AND WHERE ARE THEY BEST USED IN THE HOME?

We're really excited about the design potential with products from Silestone and Dekton in shower wall and bathroom applications. People have been longing for a solid-slab, seamless look on their shower walls—nobody likes grout joints—but this comes with additional labor to get these large slabs into tight shower spaces. These new products are more durable and thinner, making them easier to transport and install. Silestone is engineered quartz and in particular has some nice combinations of natural stone-looking materials, as well as muted patterns for the monochromatic look people want. Dekton is a porcelain and glass hybrid with quartz that is more durable and still gives that desirable natural stone look. This is something that we are specializing in.

HOW CAN CUSTOMERS ARRANGE TO VISIT YOUR SLAB YARD TO SEE THEIR OPTIONS?

Our slab yard is open by appointment so we can control the amount of people in the building at a time, everything is spaced out and we also have outdoor inventory available weather permitting. We have implemented additional safety measures, including UV light systems and UV air purifiers to reduce airborne contaminants and provide more peace of mind for customers. We also offer virtual appointments.

Our inventory of marble, granite, soapstone and quartzite is very strong right now, we've added a lot of new products for people. We have about 200 different colors on display, and our stones are directly imported from places like Italy, Brazil and Africa. It's always beneficial to walk through and see the stone in different lighting, and more often than not, people find something they never expected. H&H

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FOR MORE THAN THREE DECADES, ONE NAME HAS BEEN SYNONYMOUS WITH HIGH-QUALITY HOME RENOVATION FROM CONCEPTION TO COMPLETION: DILWORTH'S CUSTOM DESIGN.

The family-owned and -operated business has built its reputation on delivering results that not only meet homeowners' expectations but also routinely exceed them. A one-stop-shop for the designing, building and installation of clients' dream kitchen and bath projects, the skilled team at Dilworth's is known for providing a stress-free process thanks to its years of industry experience and personalized approach.

And that customer-focused approach is important as the company touts itself as being "large enough to exceed your dreams in planning and designing your new kitchen or bath, but small enough that the owner of the company will oversee your project to make sure it meets his highest standards."

That means owner Dan Dilworth is personally involved in all projects to ensure that each project is given the proper attention to detail so that homeowners can see their visions become a reality.

House & Home magazine spoke with Dilworth to learn more about the company's signature process and the ins and outs of home renovations.

Why is your company different from other kitchen/bath design companies?

We start the project with an in-home visit to listen to the client in order to get their goals and wish list for their new kitchen or bathroom. We will then invite the client to visit our 3,000-square-foot showroom where we can showcase their project on the screen using 3D imaging and walk through the showroom to help show what their new space will look like.

Once selections are made, our cabinetmakers get to work while the rest of the materials needed are gathered in our warehouse. Then the in-home construction begins and we introduce the client to their team of craftsmen who will remodel their home. When you entrust Dilworth's with your home renovation, there is only one call to make to communicate the details of the project from start to finish.

What type of experience does a homeowner receive when dealing with you from the initial point of estimate/design to the project's completion?

Many express their concerns about extensive home renovation projects. We have had many clients tell us we helped make it such an enjoyable, stress-free environment from the planning in the showroom, through the selection process and all the way through the construction phase.

A kitchen project can last anywhere from 4-8 weeks and a bathroom project can be from 2-6 weeks, depending on the renovations. Our goal is to get the project done as efficiently as possible, maintaining a high level of quality while doing our best to accommodate the homeowner's needs

What new trends are happening in the kitchen and bath remodeling industry?

Styles change, sometimes as fast as the seasons. For kitchens, painted white cabinets with hardwood floors have been the trend for several years. For some, Hale Navy or Sweet Basil provides a bold pop of color, yet others choose subtle hues of Alabaster or Agreeable Grey to provide the warmth and calm that is desired.

Many are choosing to paint most of the cabinets and then add dark walnut or natural quarter-sawn white oak accents to make it their own. For bathrooms, bigger is better. Folks are leaning toward larger-sized wall and floor tiles with a curb-less walk-in shower. If there is enough space, a free-standing tub with high-arch filler helps create a relaxing oasis far from the rat race that is our lives.

No matter what type of home renovation you are looking for, it's clear that Dilworth's Custom Design is a trusted name that can take your living space from ordinary to extraordinary. And it's no wonder why with a detailed process, outstanding customer service, beautiful design and the highest quality construction that has been satisfying customers all across the area for more than 30 years. **H&H**

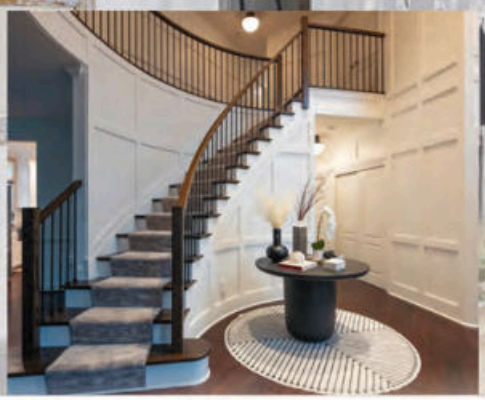


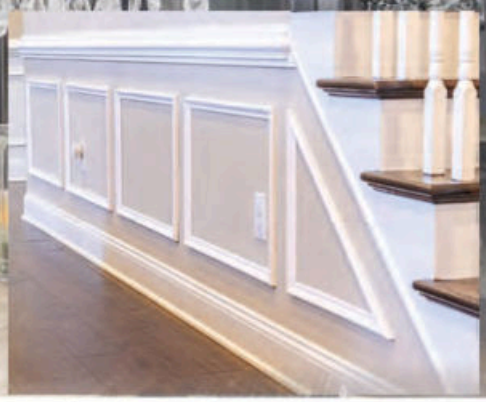
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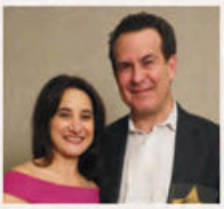
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IN THE WORLD OF HOME IMPROVEMENT, kitchens and baths continue to reign supreme. Survey after survey shows that these spaces can add the most value in a home. Homeowners who are ready to make the investment in upgrading their kitchen or bath can simply look on the following pages to find qualified professionals in various specialties 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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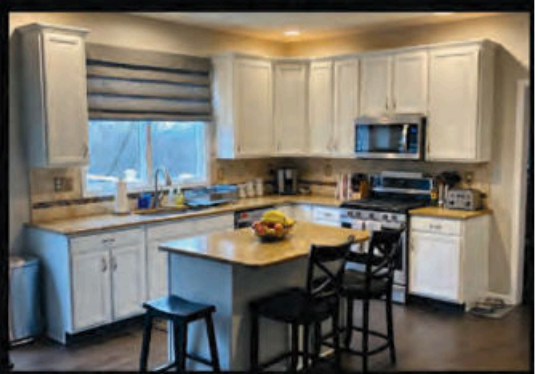
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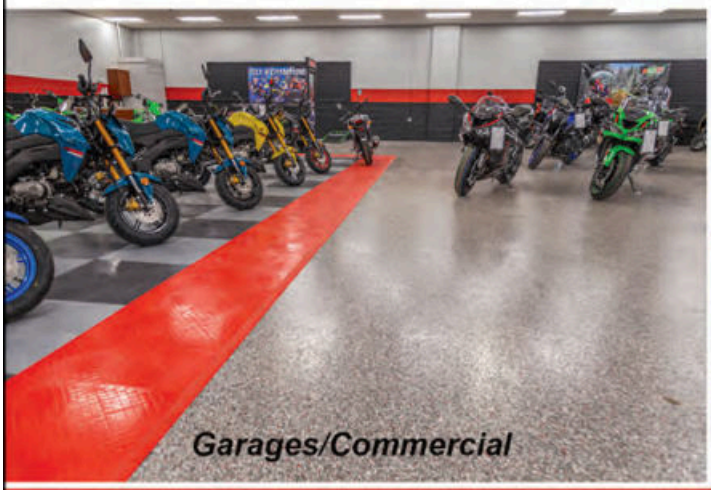
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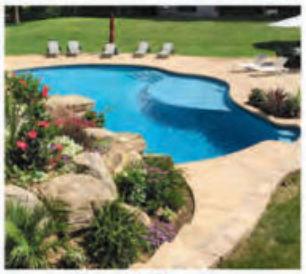
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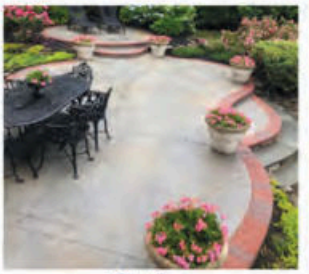


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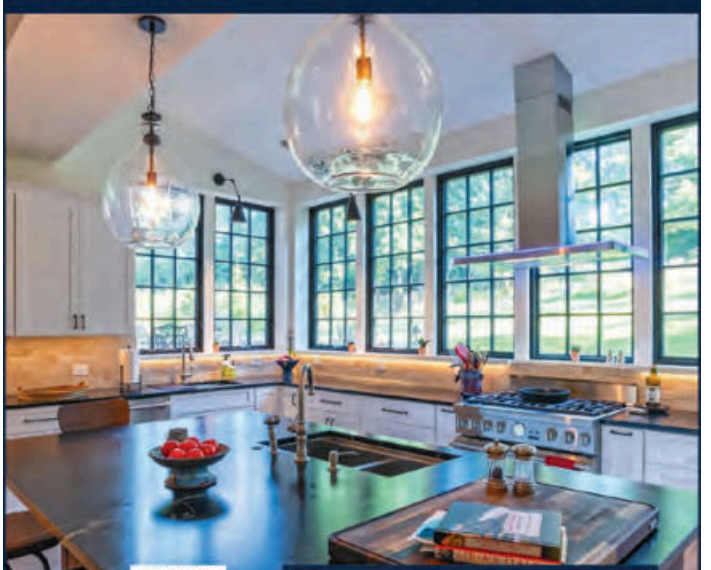
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Just a Stone's Throw Away

Debuting a West Chester showroom earlier this year has helped **Imperial Marble & Granite** bring its dedicated customer service and exclusive products to even more Pennsylvania homeowners. *by* **Madeleine Maccar**

Imperial Marble & Granite

Main location: 200 Old Tinicum Island Road, H Complex, Essington, Pa. (610) 521-0130

Showroom: 1311 West Chester Pike, West Chester, Pa. (610) 738-5277 | **IMGStone.net**

Since 2004, Imperial Marble & Granite has been working with clients from all over eastern Pennsylvania to design, fabricate and install uniquely stunning natural stone and quartz furnishings, from residential kitchens and bathrooms to retail establishments' reception spaces and dining areas.

But owner Albert Kzelian noticed a worrisome decline in clients from Exton, Malvern, King of Prussia, West Chester and other areas for whom Imperial's Essington location was just a little too far away.

So, just like with every job Imperial puts its name on, Kzelian came up with a solution that prioritizes his customers' needs: establishing a showroom closer to them.

"I said, 'OK, if you guys don't want to come to us, we'll come to you,'" he begins. "An opportunity came up at this location in West Chester and I could not resist. We built a 4,000-square-foot, beautiful showroom, and it's right on West Chester Pike."

The result was a wide-open, thoughtfully designed space. Open since April, that West Chester showroom is already a resoundingly well-received success.

One of the most striking features of the Imperial showroom is that there are no tiny samples trying to approximate the full extent of all the colors and natural beauty that exist in one piece of marble or granite: The entire slab is available for client scrutiny, which Kzelian says is crucial in helping them fully assess a stone they're considering for their home.

"The sample certainly doesn't justify what the slab looks like," he explains. "The slabs have so many variations that a sample that's just six or 12 inches isn't going to tell you about the entire piece because that piece has gold, gray, white, beige, all these different colors that a sample can't show you. So when the customer sees the whole entire piece, they're like, 'Oh my God, this is beautiful!' or 'Wow, this is not what I was expecting, it's too busy.'"

But the showroom, Kzelian points out, "is not just for countertops." It's also where you can find an array of ceramic and marble tile, vanities, faucets and sinks, knobs, kitchen cabinetry, lighting and even sound systems. Imperial also outsources appliances so "we can give everything to the customer looking for a complete kitchen."

"We have a variety of different things," Kzelian says. "A homeowner could come in and purchase pretty much everything for every room all at once."

The Imperial team stays on top of current trends and client-demographic preferences—Kzelian notes that customers under 40 tend to gravitate to the manmade quartz but those 40 and older still prefer more natural stone like granite and marble, while neutral colors are staging a comeback in demand across the board—that guide their offerings.

And for much of those in-stock options, Kzelian adds that Imperial is the only place in the state where they can be purchased. "There are specific products or colors that we're the exclusive dealers of in Pennsylvania. Nobody else carries them or has them."

While the West Chester showroom gives clients a chance to get an up-close, hands-on look at all the pieces Imperial has in stock, one of the biggest advantages to them is the cost savings that comes with making a purchase directly with Imperial.

But what really differentiates Imperial from the rest is the kind of dedicated, attentive client support that drove Kzelian to open up a showroom to better assist his customers in the first place.

"Customer service is No. 1, No. 2 is craftsmanship and No.3—which is the most important thing—is turnaround," he says. "From template to install, it's a 10-day turnaround.We have the technology and machinery to back us up. Everything is done by digital measurements and laser measurements, so that helps us make things more precise and accurate."



It is that determination to deliver high-quality, skilled and minimally intrusive work to clients that Kzelian believes will ensure that Imperial keeps growing so it can keep finding new ways to ensure all their clients' needs are met.

"We started out in 2004 with six employees and now have 43," says Kzelian. "Our second location is helping us to continue helping clients with a warehouse experience that has all the beautiful lights and design of a showroom." H&H

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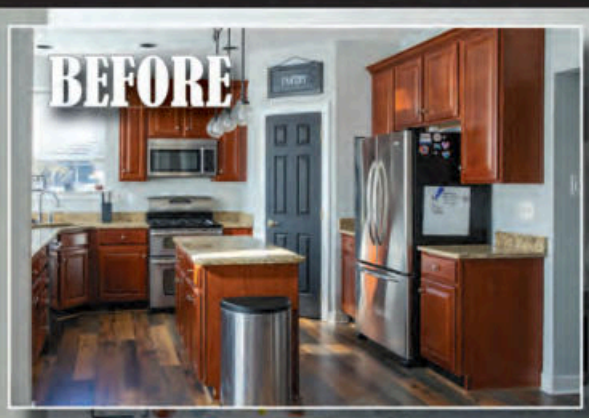
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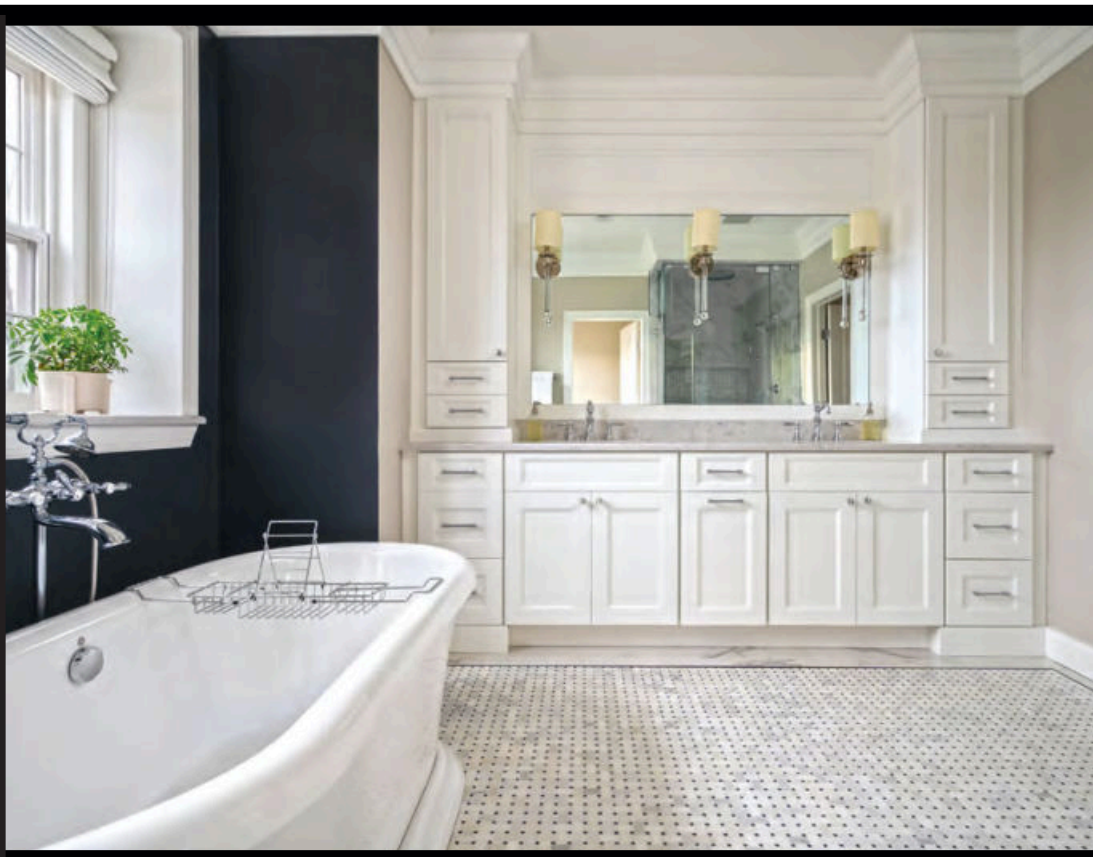


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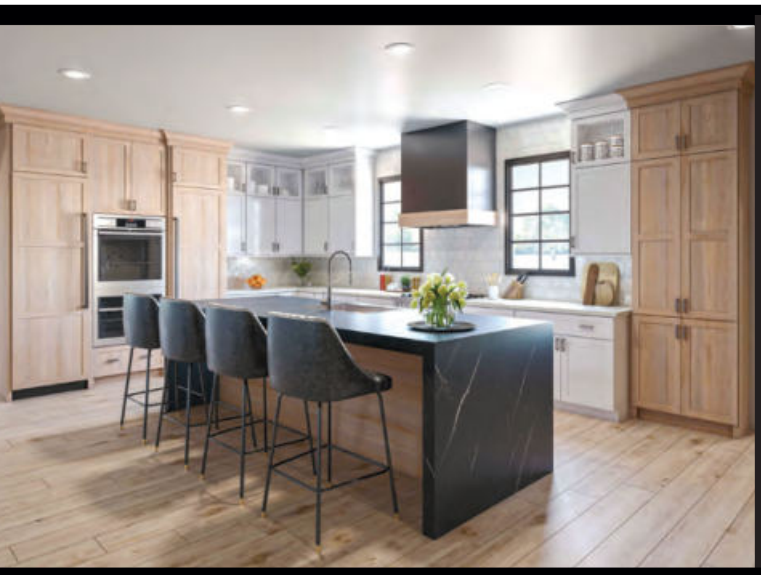
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North Bergen, N.J. | (201) 866-7999 | SterlKitchens.com

Let's Face It

Let's Face It has been specializing in award-winning, affordable high-quality kitchen cabinet refacing restorations throughout the Great Philadelphia Region since 1984. To ensure your kitchen is a room you can enjoy, Let's Face It also offers quartz, granite, limestone, and concrete countertop installations, islands, flooring, backsplashes, new appliance integration, sinks, faucets and backed by a lifetime warranty.

Lower Gwynedd, Pa. | (215) 343-2600 | LFIKitchens.com



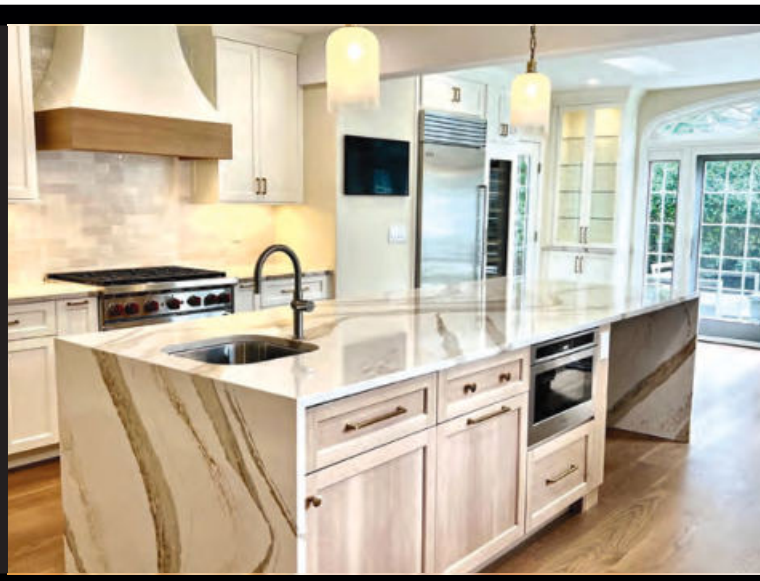


CPOS Refacing

Tired of the look of your old cabinets? In as little as three days, CPOS Refacing can transform any old and outdated kitchen into a showroom-worthy kitchen with its cabinet refacing process. This customer chose a raised panel door finished in White Dove. From boring to breathtaking in just a few days.

Aston, Pa.
(484) 841-6204
CPOSRefacing.com





F&S Kitchen & Bath

This Crestwood kitchen features "Iceberg" with a "Night Sky" island and hood. Partnering with custom cabinetry companies like Crestwood, Tidwell and Dreamcraft allows the design team at F&S Kitchen & Bath to bring your dream kitchen or bathroom to reality.

Voorhees, N.J. | (856) 428-3800 | FSKitchenBath.com

Magnolia Home Remodeling Group

This redesign included an open floor plan as well as the addition of custom cabinets, quartz countertops and Sub Zero Wolf appliances. In addition, the table was custom-made and the floors display a wide-plank white oak finish.

Union, N.J. | (855) 624-6655 | MagnoliaHomeRemodeling.com

One Day Bath

Simplicity at its best, for this project we replaced a tub with a shower while also removing the old tiles and installing a new wall system with grab bars and a gorgeous door. The entire project was completed in less than two days.

Huntington Valley, Pa.
(866) 927-8247
ODBPro.com





In Place Cabinetry Finishing

Say goodbye to outdated kitchen cabinets. This team of experts will guide you through modernizing your kitchen to make it the heart of your home. Are you ready for an affordable mini kitchen makeover with minor tweaks and stylish upgrades? How about a desk-to-beverage station transformation? Maybe a pantry wall? Microwave island? Refrigerator drawer? Soffit removal? Cabinet-to-ceiling trim? Want a custom hood vent, door style upgrade, and/or bespoke colors?

Dublin, Pa. | (844) 946-7522 | InPlaceFinishes.com





IST Granite

A family-owned and -operated full-service granite fabricator with over 35 years of experience in countertop fabrication and installation, IST Granite specializes in residential and commercial marble/granite projects. The company's business philosophy is to create and nurture positive employee and customer relationships.

Warminster, Pa. | (215) 444-9773 | ISTGranite.com

Abbey's Custom Kitchens, Bathrooms & Interiors

This kitchen features a chic chevron tile floor and a roomy island for four, combining style and function. Smart vertical storage and modern appliances, like an under-counter microwave and warming drawer, add convenience. Tall pantry cabinets provide ample, discreet storage with roll-out drawers.

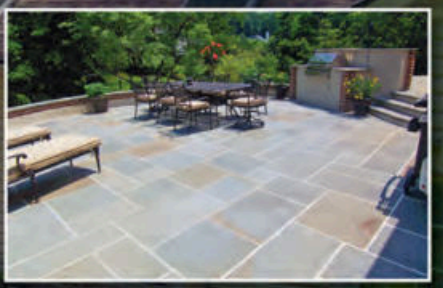
Rutherford, N.J. | (201) 823-2223 | Abbeys.com



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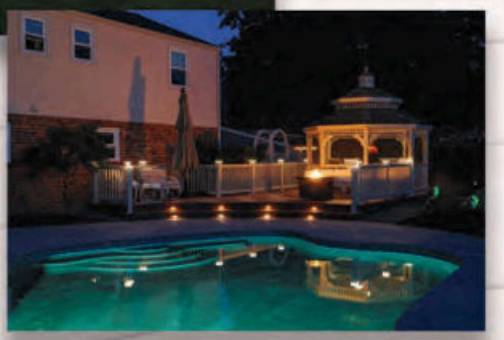
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