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for remodeling* page 11

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pg.  
**23**



pg.  
**34**



pg.  
**24**



pg.  
**38**

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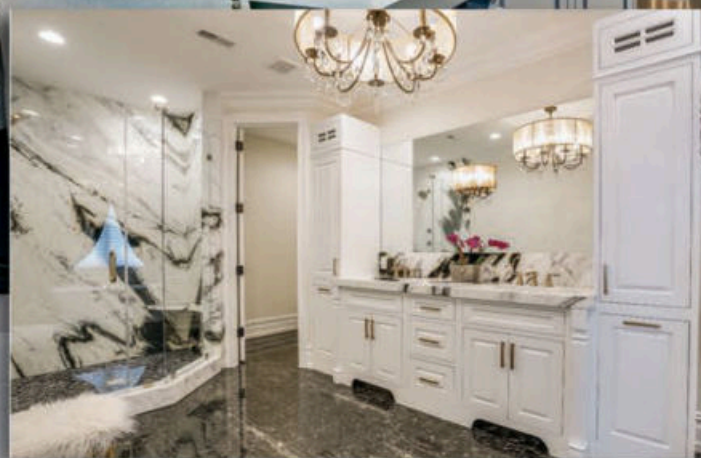
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## contents

**11 Ask the Expert**  
Gehman Design  
Remodeling

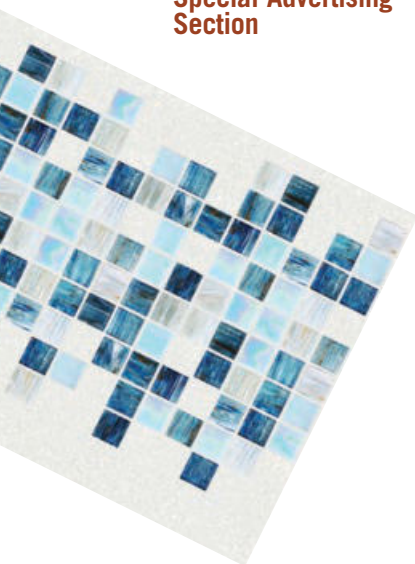
**12 Go Big and Go Home**  
Outdoor kitchens remain one of the most in-demand renovations homeowners are making as they continue upgrading their living spaces

**25 Summer Showcase Special Advertising Section**

**26 Stone Stunners**  
When selecting the best tile or stone for your project, knowledge is power

**32 A New Deck by Next Summer**  
Now is the time to start planning for that backyard deck

**36 Be Inspired**  
Sequoia Out Back helps homeowners take their backyard living dreams and make them a reality



**On the cover:**

Sequoia Out Back has everything you need to furnish your deck or patio. With the construction of a 40,000-square-foot retail location in Hatfield, Pa., Sequoia has created a total experience for those planning or furnishing a backyard space.

For more information about the brands and products available, turn to page 36.

Cover image courtesy of Sequoia Out Back



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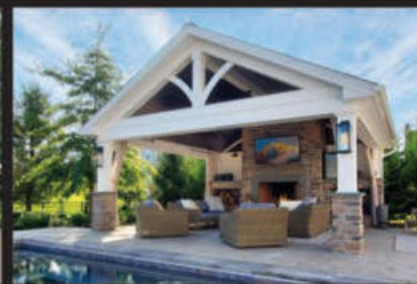
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**ask the expert**  
by Matt Cosentino

# Gehman Design Remodeling

**THE POPULAR HOME RENOVATION SHOWS ON HGTV WOULD HAVE YOU BELIEVE THAT PROJECTS BEGIN WITH A BRIEF DESIGN PHASE FOLLOWED BY CONSTRUCTION CREWS SHOWING UP AT YOUR HOUSE TO IMMEDIATELY START THE DEMO PROCESS.**

In reality, there are weeks and even months of detailed planning that must be done behind the scenes before the first hammer can be swung.

As the president of one of the most respected design-build firms in the region—and the new president of the National Association of the Remodeling Industry—Dennis Gehman, MCR (Master Certified Remodeler), knows a thing or two about being prepared. He spoke with *House & Home* about the importance of planning ahead and the pitfalls that can be avoided.



Dennis Gehman,  
MCR, president

## WHY IS PROPER PLANNING SO CRUCIAL BEFORE BEGINNING A REMODELING PROJECT?

When we are working in someone's house it can be quite an inconvenience, especially in kitchens, bathrooms and spaces they use every day. When the planning is not done

properly, you possibly end up starting and stopping and adding to the inconvenience factor because decisions have to be made or materials have to be purchased. Right now especially, many materials are out of stock and have long lead times. Those kinds of things come into play and it always ends up being more expensive when you don't plan ahead.

## WHY SHOULD PEOPLE HAVE A MASTER PLAN FOR THE WHOLE HOUSE INTERIOR AND EXTERIOR EVEN IF THEY'RE NOT READY TO TACKLE ALL OF IT AT ONE TIME?

We once had a client who contacted us about remodeling the whole first floor of their house. They just wanted the plans at first—since we were going to be relocating doors and windows across the back wall of the house—and then they were going to put the project on hold for a few years so they could have a patio built outside. That happened and we went back several years later. The patio looked gorgeous but the contractor who installed it didn't do proper waterproofing. They built it up against the wood framing of the house, so now water could get in and just sit and it would end up rotting out the floor framing.

If they would have had us involved in the whole design it would have been fine having their patio contractor do the work, but you

have to make sure someone is looking at it from all angles. They ended up paying \$20,000 extra for us to pull the patio apart and do proper waterproofing and then put it back together.

## YOU MENTIONED THE LONG LEAD TIMES FOR MATERIALS. IS IT UNLIKE ANYTHING YOU'VE EVER SEEN DURING YOUR CAREER?

It is, yes. I think we've been just as busy in the past, probably around 2006 right before the recession, but we didn't have any issues getting materials. Because of COVID, a number of plants either shut down or had a limited number of employees and couldn't produce as much. Then, this past winter the freeze happened in Texas. A lot of building products, especially sealants and vinyl and plastics, are manufactured in Texas, and many of those plants had their pipes burst. They're still not all the way back up and running.

## CAN ADDITIONAL WORK ORDERS REALLY DERAIL A PROJECT?

Certainly, because the whole time period will take longer. There are two components to an additional work order. No. 1, in remodeling we don't always know what we're going to find when we open up that wall, that floor or that ceiling, and sometimes there are surprises that we should probably take care of right away. The other

part is, and I think a lot of this can be prevented with better upfront planning, is the "while we're at it" syndrome. People like what we're doing in the kitchen and all of a sudden they ask us to paint the walls in the laundry room, install new cabinets and a new laundry sink. Typically, the answer is yes and we're always grateful for work, but we may have to come back at a later time for the additional room. Just like they were patiently waiting for us, we have other clients who are anticipating us coming to their house in a certain week. Too many additional work orders might mean we're not able to keep that commitment.

## WHAT IS A GENERAL RULE OF THUMB FOR HOW LONG THE PLANNING PROCESS SHOULD TAKE?

I would say a minimum of six weeks. Part of our role when we're going through the design process is to make sure that the clients know what all of their options are. That's a fine line because we don't want them to feel that we're always upselling them. But we also don't want them to be disappointed to find at the end of the project that there's another product or design feature they would have loved to have and now it's too late. **H&H**



# GO BIG AND GO HOME



## OUTDOOR KITCHENS

remain one of the most in-demand renovations homeowners are making as they continue upgrading their living spaces.



By MADELEINE MACCAR

**A**s the trend of bringing indoor living spaces' comfort to the outside continues, backyards have seen some serious upgrades throughout the past year—and industry experts say that doesn't seem to be changing anytime soon.

Outdoor kitchens remain one of the most popular additions since the pandemic's onset, and they've only gained more interest as at-home entertaining has increased while people adjust their comfort level with indoor dining. Throughout the region, builders and appliance-suppliers alike have seen a spike in homeowners making permanent, personal changes to their domiciles with new or upgraded outdoor cooking and dining options.



Image above courtesy of Legends Home Improvements

# GO BIG

## AND GO HOME

Like so many of the motivations behind the pandemic's home renovations, outdoor kitchens have reflected individual tastes and are tailored to each family's needs more than anything else, though one common desire is enjoying a different kind of dining experience in a time when most restaurants adopted delivery-only models. From appliances to hardscaping, from updates to groundbreakings, local professionals have handled the smallest details and biggest expenses for projects of all sizes, especially in the past year as the money that would typically finance family vacations and daily commutes is instead reinvested in the home.

Steve Compton, general manager of the family-owned CKC Landscaping, has seen trends come and go since his father began the company in 1995. While he says that home improvement projects have been on the upswing for more than a year, the focus on outdoor kitchens stems from a decidedly indoor development.

"Kitchens have really become the heart of the home: It's where people congregate," he says. "If I had to pick one overarching statement, what's driving the design-specific features for each family is that what they've been doing inside, they want to do that outside. It's really been fascinating to see the investments that people are making, specifically in these outdoor kitchen spaces."

Gone are the days of a rusting backyard grill that sees intermittent use even when it's grilling season. A great outdoor kitchen might start with a thoughtfully selected grill, but it also might include any combination of a stove, meat smoker, pizza oven, refrigerator, dishwasher, cabinets, ornate countertops and even bars complete with beverage taps. And with electronics also being among those features, coverage is important, too.

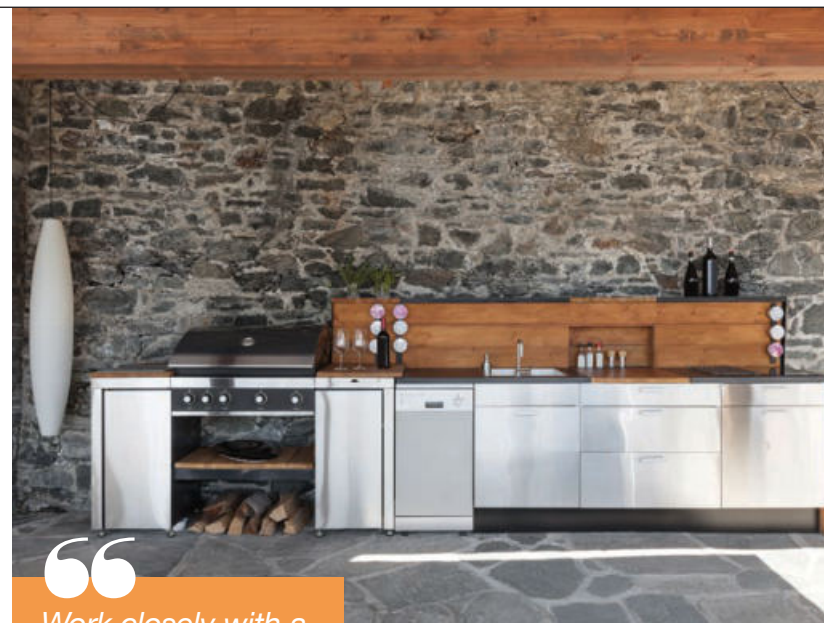
"Putting a roof over your deck is really popular, that's huge," says Bill Lecorchick Jr., who has grown up working in his family's Legends Home Improvements, founded by his father in 1975. "Most of what I'm doing now has roofs on it. You've got sunlight until 7 o'clock so you need something so you're not boiling out there."

Keith Fry of Amazing Decks agrees that adding any kind of cover, such as a roof, pergola or canopy, can be what levels-up an outdoor kitchen. But convenience remains a priority.

"Refrigerators are very popular—it's always good to have a cold drink nearby when grilling," continues Fry. "Sinks are also always wanted. But sometimes they're limited to the logistics of the job site [in terms of] plumbing water feeds and drainage."

Considering spatial, layout or geographical limitations is crucial when designing an outdoor kitchen. Brenda Kieffer of Kieffer's Appliances agrees that some elements of outdoor kitchens will "depend on how your home is situated."

Kieffer's, too, has benefited from more and more people regarding outdoor kitchens as less of an add-on and more of a necessity, though they operate in more of a B2B capacity by directly working with construction companies, landscapers and suppliers to provide a project's appliances.



*Work closely with a designer to choose a manufacturer that ensures kitchen elements are rated for the outdoors and can withstand seasonal extremes.*

In fact, within the past year, Kieffer's has added the Urban Bonfire line of outdoor cabinets to its inventory to meet that increased demand.

"It's a collection of metal cabinets for the outside that have many, many finishes," she explains. "You can either get the stainless steel look or one that doesn't look like metal with the many colors you can get."

Builders and suppliers alike agree that it's up to the manufacturer to ensure that appliances are rated for the outdoors and can withstand seasonal extremes, though their teams are up to the task when it comes to educating and guiding those who are new to outdoor kitchens.

Part of that client education means ensuring early on that they're up for the size of the project and the overall commitment.

"Outdoor kitchens have become more and more popular, but what people don't always realize is how much it costs," says Keith Frederick of Environmental Land-

scape Associates. "It's a nice-to-have element, but it adds up when you want quality appliances."

Working with a professional means that well-trained, experienced eyes are assessing a property's unique geography to consider elements like appliance configuration, guest seating, the sun's position, proximity to the indoor kitchen and more.

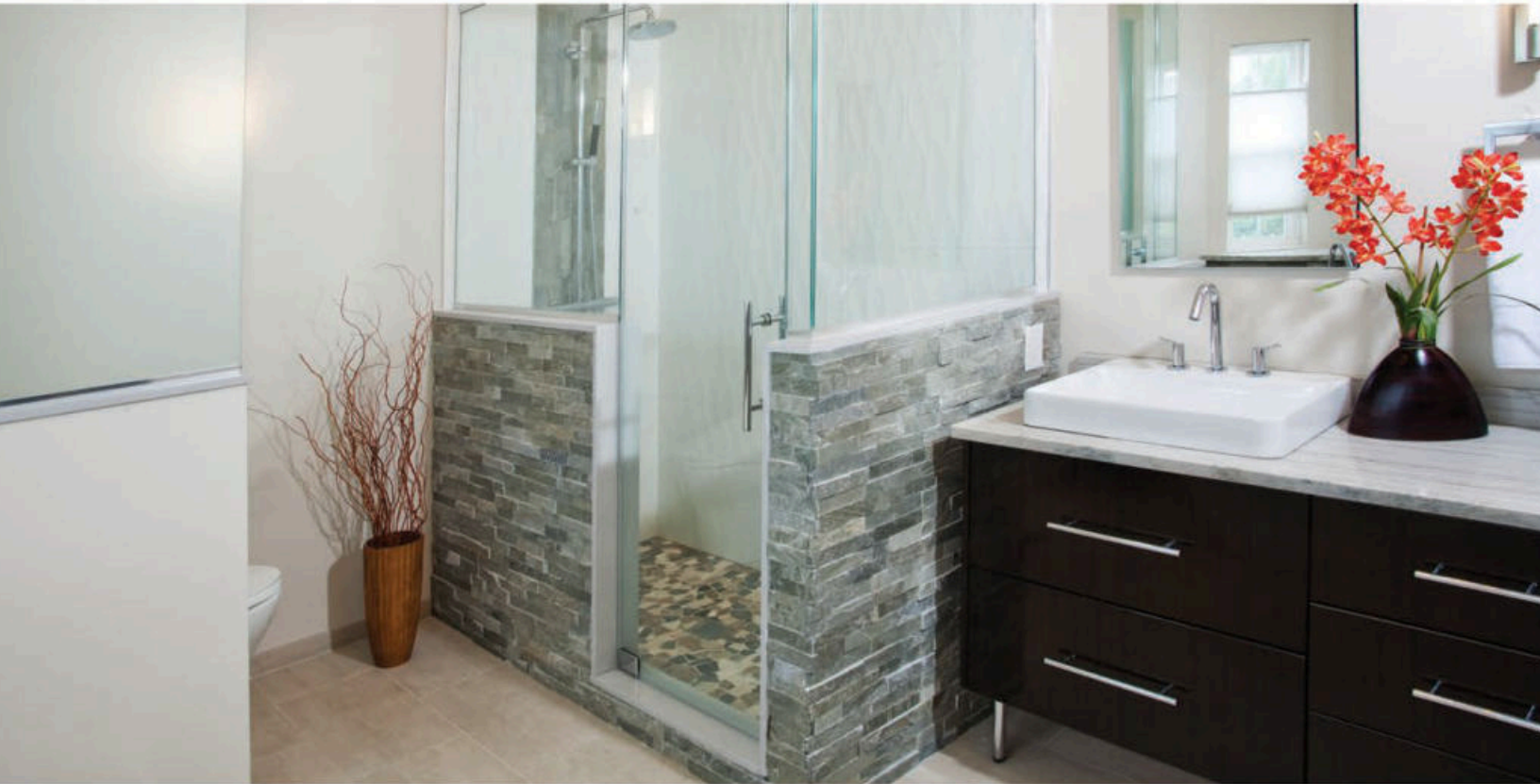
"Working and talking with professionals, I think that's the biggest thing people need to do," Lecorchick says. He advises homeowners to really consider practical elements, like where the grill range should face so people aren't staring at their neighbors or have their backs to their guests: "Think it through. Just understand what you want because you don't want to pay to do it twice."

Professional assistance can also help get more than just two seasons' worth of annual use out of an add-on that was once only the domain of the warmer months. While water features might still have a limited run, Fry says that fire and heating options are certainly one way to extend an outdoor kitchen's yearly utility into fall's crisper days and even milder winters.

Kieffer agrees: "It was thought—and rightly so—that an outdoor kitchen, like an outdoor



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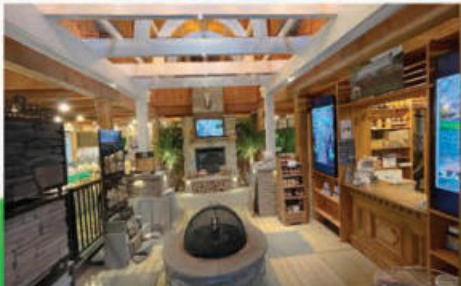
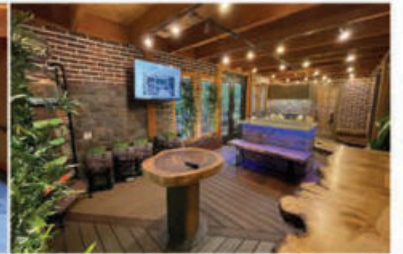
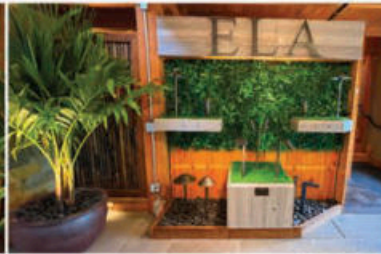
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# GO BIG

## AND GO HOME

pool, is only usable, at the most, half of the year. But it's not impossible to use that kitchen much longer than originally thought by adding a roof, rollout sides and patio heaters."

The same roofs that keep the heat and sun at bay in the summer can also stave off the cold of winter, making outdoor kitchens a practically year-round amenity with anything from stand-alone pavilions to attached roofs covering a patio or deck, plus moveable walls or heating elements.

"They're very advantageous for utilizing that space all year long," says Frederick. "Even when it's in the high 30s, you can still be outside."

It is important to note that while most companies have options for all price points, they do not have infinite supplies, no matter how diligently they've stockpiled resources. Clients who've been working on their homes for a while generally know to expect shortages, delays or shifts in their original visions, but it's still frustrating to deal with rising prices and diminishing supplies, especially since a hike in material costs tends to become the new standard.

"For some of our patio projects, we've had to go back to customers and talk about changing colors, changing designs, because it's hard to get some things; other things, they're not making right now," Lecorchick explains. "Two years ago, a sheet of plywood cost me \$13. This year, it cost me \$57. ... I get a lot of people saying, 'Oh, I'll just wait till next year, maybe prices will be down'—but prices don't go down."

The pros know how to pivot a project to accommodate surprise hiccups and still deliver a quality result that satisfies client expectations. Because, in the end, it is all about ensuring that everyone is able to see the outdoor kitchen of their dreams come to life, whether it extends a carefully chosen decor to the backyard or

gives celebrity chefs' configurations a run for their money.

"Indoors, you have four walls that contain your kitchen; outside, you have your entire space," says Kieffer. "Do you want to bring the styling of your indoor kitchen outside—or do you want to go crazy and make it island-themed? Because if that's what you want, that's what you can do."

No matter what direction you take with creating your outdoor kitchen, it all starts with having a clear path to a final product—with a little flexibility along the way to allow for the possibility of unpredictable snags.

"I really want to stress the importance of having a plan and having patience," Compton says. "In four or five years from now, if you rush something ... that's when it's going to bite you. If you do have patience, you do plan properly, in four or five years from now, you're not going to even think about those six months you delayed the project."

H&H



## RESOURCES

### Amazing Decks

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### CKC Landscaping

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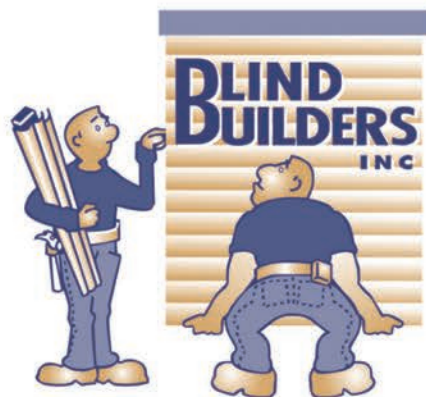
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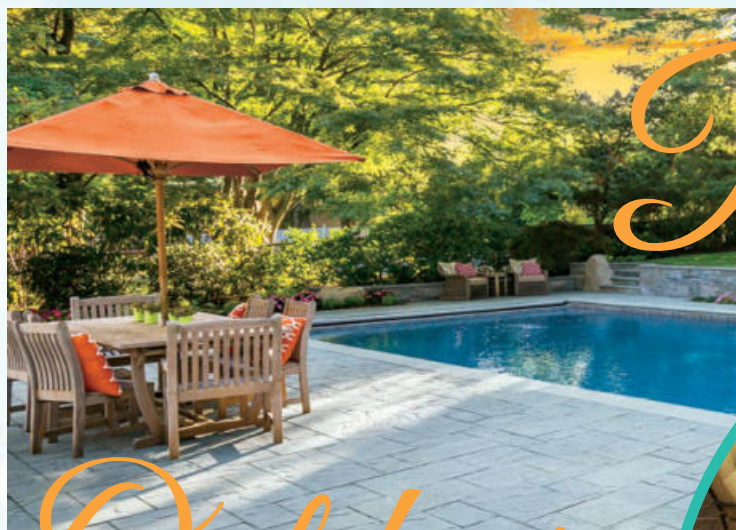
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# STONE

## Stunners

WHEN SELECTING THE BEST TILE OR STONE FOR YOUR PROJECT,  
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By Liz Hunter

**T**HE TILE AND STONE FEATURES IN YOUR HOME CAN SET THE TONE. Classic, farmhouse or modern? Porcelain, ceramic, glass, marble, granite, quartz or luxury vinyl? And what about size and color? It's enough to make one dizzy.

Luckily, there are experts to rely on. "Tile can transform a space. We believe it should be one of the first design decisions made when remodeling a kitchen or bathroom. There are so many colors,

shapes and styles available to work with your home," says Julie Ward, showroom manager/design consultant at Renaissance Tile & Floor.

Stone is not like any other element of home design. "Working with stone has many challenges since each stone has unique characteristics that come in different sizes and densities," says Nikos Papadopoulos, president of Colonial Marble & Granite. "Some stones are brittle, others solid and very hard. From engineered stone to marble, each type

of stone needs to be handled differently depending on the quality of that specific stone. Working with a company that understands the differences and has an experienced and knowledgeable staff makes all the difference and can save you time and money."

Kyle Eisele of Coast Tile & Marble Supply, says consumer education is an important aspect. "People may get upset when a slab comes in and it has color variation or if it needs maintenance. If consumers go where there's no knowledge,



“

*Working with stone has many challenges since each stone has unique characteristics that come in different sizes and densities.”*

—NIKOS PAPADOPOULOS,  
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they’ll be blindsided. Stone is expensive and it’s fickle. It’s important to talk to someone who can adequately explain what you’re spending money on,” he says.

#### Natural or Man-Made Stones

Using these experts as a guide, homeowners can rest assured they are being steered in the right direction when it comes to choosing a product of the moment.

Dave Cerami, CKBR, design/build specialist and owner of HomeTech Renovations, has been in the industry for 38 years. He has seen shifts throughout his career. “I can’t remember the last time I used polished granite in a design. Most stone now is brushed or sandblasted for a weathered finish. The reflective, shiny surfaces are not being done so much,” he says.

An ongoing trend he sees is more people seeking a transitional

to contemporary look. Quartz, which is a man-made stone, is a good product for this. “The process of making quartz creates more consistency in coloring, with simpler patterns. There are no less than a dozen companies we deal with for quartz: Cambria, Silestone, Pentel, and more,” Cerami says.

“Quartz is definitely trending for good reason,” says Sandra Phillips, director of new business development at Colonial Marble & Granite. “Quartz is an engineered stone that is non-porous and durable which makes it low maintenance. Quartz manufacturers such as MSI and Cosentino consistently introduce new designs that embody the current trends, strikes of color and gold paired with warmer tones.”

There is a control element that people like about natural stone, says Eisele. “If you saw

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# STONE *Stunners*

something you liked at a friend's house, you can get something close to it, unlike with natural stone," he says. "On the other side of it, there is not much maintenance to worry about with quartz. It's a good investment in Shore homes because people don't want to worry about sealing it or if something will stain it when renting out the property."

However, says Papadopoulos, although quartz is lower in maintenance there is nothing that compares to the look and feel of natural stone. "From exotic marble to the unique patterns and colors that can only be found in nature, natural stone will always be in fashion."

"There are some marbles and granites out there that are unbe-

lievable," says Eisele. "There are some out there that have beautiful colors. I've seen some bar tops with a black and gold combo that will blow you away. These are natural things coming out of a

mountain—some that have little specks, or natural veining or exotic colors. You could spend an hour going through the slabs we have from Italy."

Eisele highlights Calcutta Car-

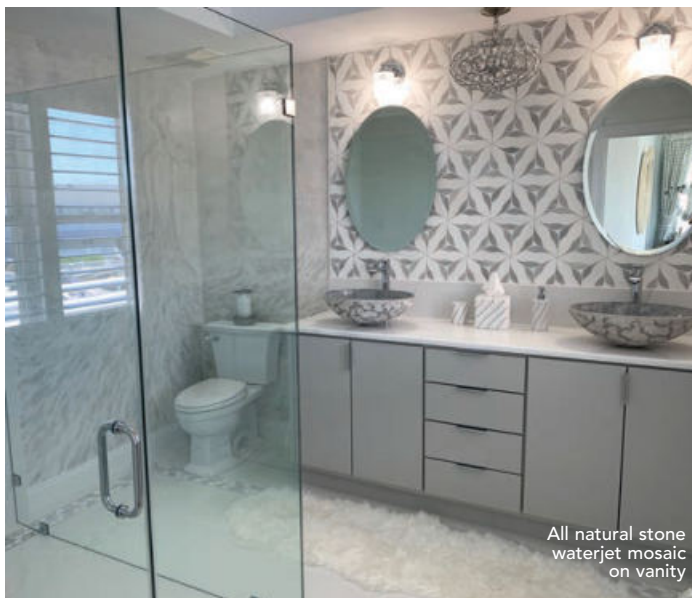
era, which has a heavy variation and is a popular choice, or Dolomite, which has a more subtle pattern.

"With natural stone, just remember that you're rolling the dice on what stone will show up. No stone is like the past," he adds.

## Color and Unique Trends

"It's an exciting time to design a kitchen with trends focused on color, color and more color," says Papadopoulos. "Coming out of the all-white kitchen trend, everyone is hungry for something different—bluish greens, warm tones with gold streaks are showing up everywhere with metallic accents. Warm, moody dark kitchens are making a comeback with rich walnut cabinetry paired with dark textured countertops."

"Maybe because of COVID, people are finally getting bolder. They want flair," says Eisele. "It's interesting. The U.S. is behind



All natural stone waterjet mosaic on vanity

Photo at left courtesy of Coast Tile & Marble Supply. Photo at right courtesy of Colonial Marble & Granite

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Europe in terms of trends in bolder colors, and we're finally seeing the pops of blue and cool greens find their way into tiles and stones."

Ward says handmade tiles have been huge this year. "We have been getting so many new colors/finishes/shapes coming in and our customers are loving

them. They pair so well with a marble vein or a colorful pattern tile. Depending on how the tile is set, it can go with contemporary design or more traditional feel," she says.

Don't forget the other applications for stone and tile outside of countertops or backsplashes.

Ward says porcelain tile and

luxury vinyl tile (LVT) are worth considering for kitchen and bathroom floors. "They will not stain and are very easy to maintain. Design does not have to be sacrificed when not choosing a natural stone, and we have many porcelains that resemble real stone," she says. "Wood-look porcelain tile has become very popular over the years. Because of its durability and ease of cleaning, it is being used all over the home in bathrooms and kitchens to entire first floors. The high-definition image that is printed is very realistic and has become a popular choice for homeowners."

In the end, a quality remodel is some of the best money you'll ever spend, Cerami says. "It makes sense to work with an experienced design professional because you have one chance to get it right. Good results start with a good plan and it pays to work with a design professional." **H&H**



## RESOURCES

### Coast Tile & Marble Supply

Egg Harbor Township, N.J.  
(609) 646-9346  
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### Colonial Marble & Granite

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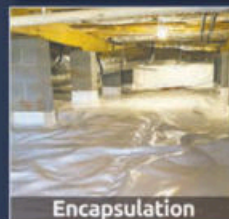
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# A New Deck by Next Summer

Now is the time to start planning for that backyard deck.

**Summer is high season for outdoor decks, what with all the warm weather,** barbecues and backyard parties. But while the sunny season is perfect for enjoying a deck, it's not the only time of year to be thinking about how to enhance your backyard.

In fact, local deck builders are predominantly booked until later this year, and they recommend homeowners contact them now to make plans for next year's deck project.

"This time of year, things are not as rushed," says Omar Stoltzfus of Deck Craft Plus. "You know the deck won't be built this summer so there is more time for the homeowner to work with the contractor and focus on the perfect deck design."

Joe Oakes, general manager for First State Building & Design, agrees.

"At this point, the timeframe has passed to try and fit in a backyard remodel project for this

summer," he says, adding that people who contact a deck builder now can be scheduled in advance—giving you plenty of time before next year's high season.

## REPAIRING AN OLD DECK

In some cases, you may have an existing deck that has seen better years and refurbishing may be an option. The first step to see if you are a candidate for re-decking is the evaluation.

"The structural elements under

the deck have to be assessed to make sure that we're not putting a large investment on top of a rotting understructure," says Juan Cardona, owner of Archadeck of Chester County. "The structures under the deck are reusable even 20 to 30 years later, as long as they were properly built to begin with."

In general, getting a deck redone is less costly than a complete new build but it's not always a sure investment.

"Once a deck gets to a certain age, over 20 years, the material is just to the point to the end of its life," says Joseph Kalnas, general manager for My Deck. "And a lot of times we are

recommending to the clients to just take it down and start fresh, because you're spending a lot of money on maintenance-free [materials]. So, it's good to have a foundation that is as new."

The other issue homeowners run into with refurbishing older decks is building codes that were not in place when the original deck was built.

"Refurbishing an existing deck is a roll of the dice," Oakes says. "We abide by much stronger code when it comes to building in today's world."

Still, along with measures taken to make the deck code compliant, if the frame of your deck is solid, refurbishing can be an economical and practical solution for many homeowners.

## DESIGNING THE SPACE

Starting at the beginning of your deck design process? Well, one of the first questions

How often you will use your deck is another consideration.

"Some customers have a deck [and] they rarely use their deck," Cardona says. "But they want to have one. And with that thought in mind, you don't want to make a really large investment if you rarely use it for whatever the reason."

Although sometimes not using your deck can be sign that there is something missing.

"Sometimes [people] say they don't use [their deck] because there [are] too many bugs and then maybe you can talk to them about possibly screening it in for them," Cardona says.

## ADD-ONS

Besides screens, there are many other add-ons that can make a deck more enjoyable.

"We do a lot of fire pits—like sunken areas, which are



you'll want to ask yourself is what you envision using your new deck for.

"Is there a large party event that you want to have space for?" says Keith Fry of Amazing Decks. "Or are you just looking for a small, quaint area for the husband and wife to go sit on?"

Fry says other questions to think about include whether you plan to add a pool or hot tub in the future and if you want a roof structure for shade or a grilling area for cooking.

offset of the existing deck, which define an existing space," Kalnas says.

Other popular additions include pergolas, an outdoor sound system, bar tops and hot tubs. But one of the best ways to make a deck more pleasant is to add custom lighting, which will not only allow you to use it in the evening but can also be used to set a mood.

"LED lighting is really the only way to light up an outdoor space anymore," Kalnas

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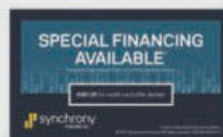


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says. “You can mount lighting underneath the railing as we do on a lot of our projects. ... You can do accent lighting in certain places and really create an atmosphere.”

Outdoor kitchens are another feature often requested by homeowners.

“That’s another item that we’re beginning to see more and more people go for,” Cardona says. “Rather than just a standard grill, they’ll do a built-in kitchen area. So, a built-in grill, maybe a sink on the side.”

### MAINTENANCE-FREE LIVING

When it comes to choosing the materials for your deck, products that offer maintenance-free living—PVC or composite decking—are all the rage.

“Your upfront cost is more expensive but if you consider the fact that this product will last as long as you live there, unlike wood, which needs constant maintenance and may



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need to be replaced again in 10 to 20 years,” Stoltzfus says, “it’s just generally the best way to go if you can.”

Cardona agrees and says about 85% of the work his company does is with composite materials.

“You don’t have to stain it every couple of years and you don’t have to do a water repellent on the deck every year, which is what should be done to protect a wood deck,” he says. “So, there’s a lot of maintenance that is done with wood that is simply not there with a composite deck.”

## DESIGN

“The designs we specialize in are curves,” Fry says. “We’re actually bending the product so it’s not the straight lines. ... It adds a flair to the deck because everything is custom-made and custom-curved around certain landscape projects.”

Multi-width decking is another way to give your deck a more dynamic look. Because

these boards vary in width, they can be used to create variation.

“You still kind of create a pattern,” Stoltzfus says. “But it’s more to break up the monotony of it.”

Bordering can also be used to break up the repetitiveness of a deck design.

“Bordering in different tones [and] colors can give a real nice accent,” Kalnas says. “When you’re changing colors and texture, putting it together tastefully, it makes a project come together.”

And intermixing stonework and custom metal into the design can help with adding texture.

“Modern mixed with rustic style is huge for us right now,” Oakes says. “Stonework mixed with natural wood is always beautiful. Custom metal work that we can incorporate into the build is a specialty that we like to do.”

Railings are another area where deck builders can get creative. One of the most pop-

ular types right now is cable railing.

“It’s very thin, so it opens up the view quite a bit, Cardona says. “If you have a really nice view off of your deck, cable railing is a really nice option.”

Cable rail can be horizontal or vertical, the latter of which is ideal for families who worry about their children climbing the railing.

## A WELL THOUGHT-OUT PLAN

With so many design options to choose from, it can be a bit overwhelming to have to make so many decisions at once. But if you begin the design and planning process before the fall season rolls in, then trying to create your dream deck before next summer can be a less stressful endeavor.

“It takes time,” Fry says. “Don’t rush into it. That way it is a well thought-out plan of what you’re doing in your backyard to tie everything together.”

**H&H**



## RESOURCES

### Amazing Decks

Ambler, Pa.  
Flemington, N.J.  
(215) 654-1886  
AnotherAmazingDeck.com

### Archadeck of Chester County

West Chester, Pa.  
(610) 696-3340  
Chester-County.Archadeck.com

### Deck Craft Plus

Honey Brook, Pa.  
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# Be Inspired!



## Sequoia Out Back

helps homeowners take their backyard living dreams and make them a reality.

IT'S SAFE TO SAY THAT THE PANDEMIC HAS TAUGHT US TO APPRECIATE THE OUTDOORS EVEN MORE.

While backyard outdoor living areas have been soaring in popularity for years now, for many, the stay-at-home orders and the experience of being stuck indoors for so long have made homeowners absolutely crave these spaces more than ever. They are truly a must-have—a fact that's been increasingly evident at Sequoia Out Back, where owner John Keller



says that he's seeing even more people come into the showroom than ever before.

From the moment that homeowners walk through Sequoia Out Back's front doors, the experience is really unlike any other. The 30,000-square-foot showroom has everything you could want for your personal oasis on display so that you can envision it in your own backyard.

When you walk through a typical patio store or a big-box store, items

aren't usually set up or paired together the way they would be in your backyard so it can be difficult to visualize your finished space. At Sequoia, you can see an entire outdoor living space the way that you might set it up on your own patio. It inspires so many ideas.

The goal of the showroom has always been to make homeowners feel like they're stepping into a real-life outdoor space. This helps homeowners make the best choices when it comes to furniture and decking supplies that will work for their own projects.

Pair these gorgeous displays with the knowledgeable and helpful team members who are ready to assist, and homeowners can really appreciate the showroom visit experience. Customers always leave Sequoia with a lot of great ideas and information.

Of course, in general, inventory has been a major issue since the start of the pandemic. Homeowners who have tried to purchase furniture and decking may have noticed limited stock. But Sequoia Out Back has been fortunate to be able to keep a lot of inventory in stock thanks to its relationship with manufacturers and its purchasing power, as well as having a large quantity from the start. Even so, there is still plenty of time to enjoy your outdoor space, or plan ahead for next year."

"The sooner you can start planning, the better," urges Keller. "The number of visitors coming to the store right now is higher than ever for this time of year. It's definitely not too early to start thinking about setting up your outdoor space."



**“[H]ere, you can see an entire outdoor living space the way that you might set it up on your own patio. It inspires so many ideas.”**

**— John Keller, owner**

As you start planning, Sequoia Out Back has all of the amenities that you might want to consider. This includes fire pits, patio furniture and all of the material supplies including decking and railing and hardscaping. Sequoia works with all of the leading manufacturers including TimberTech, Wolf, Trex, Zuri and

Fiberon—all of whom continue to offer innovative products.

Whether you're a do-it-yourselfer or your contractor tasked you with finding materials, Sequoia's showroom can accommodate everyone.

It's all about making the experience as easy and as enjoyable as possible for homeowners. As the true outdoor living experts, Sequoia and its team are ready to help make homeowners' backyard dreams come true.

"Outdoor living has been a trend for a long time but it's hotter than ever," Keller sums up. "I think we're all ready to start spending more time outside." **H&H**



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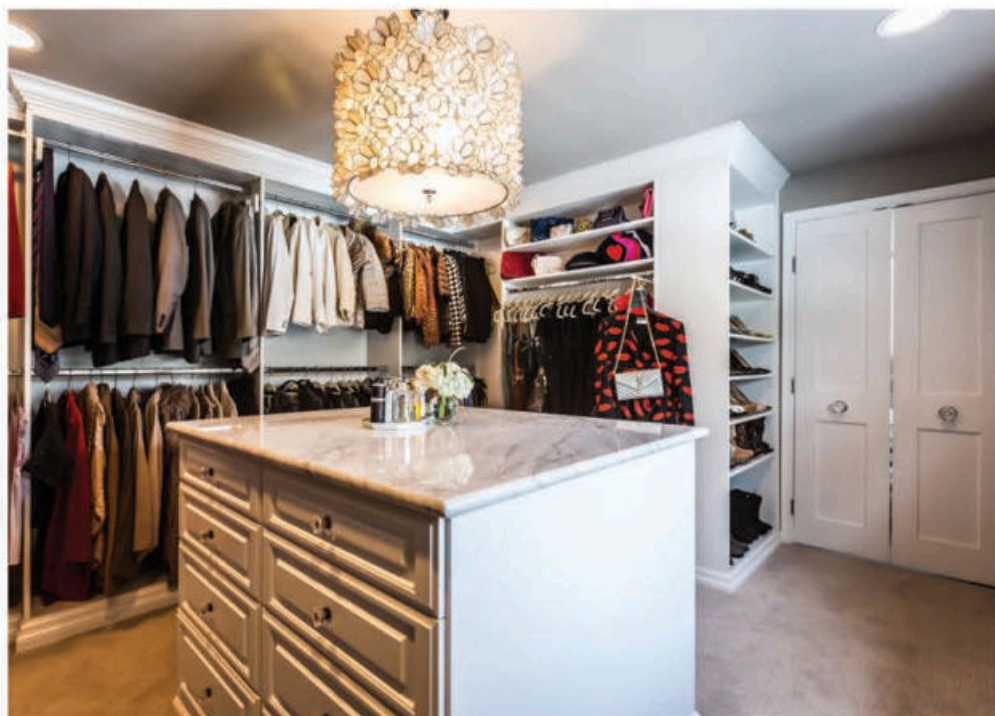
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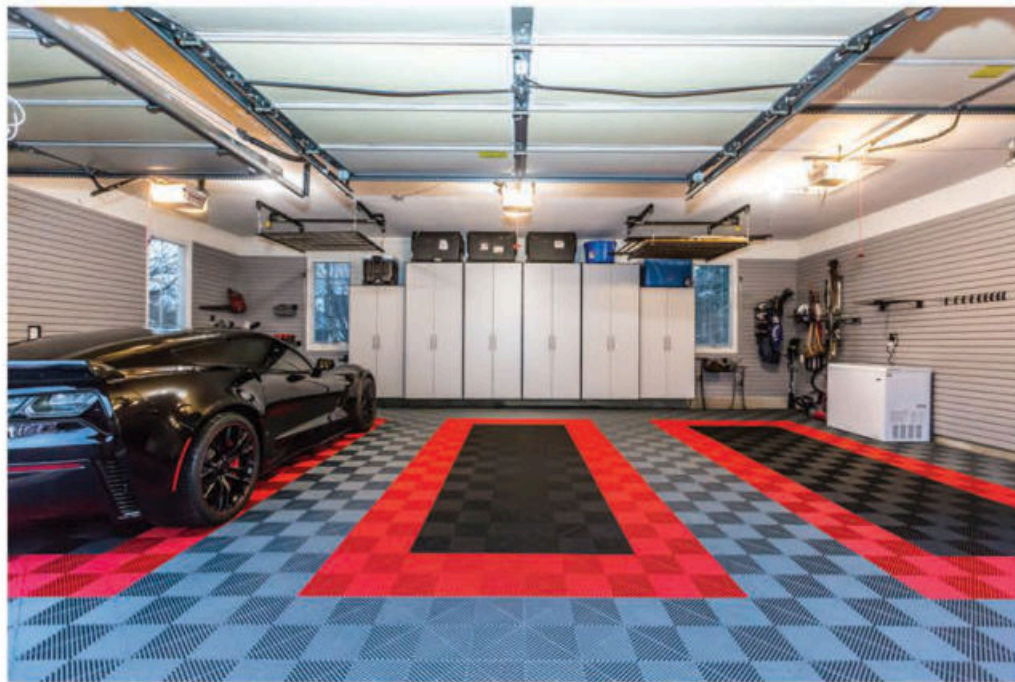
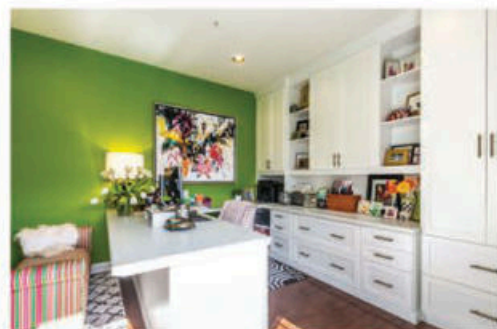
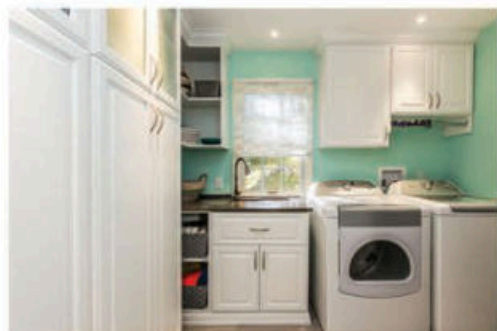
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