HOUSE & HOME

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Your #1 Resource and Design Magazine

Volume 22, Issue 1



Abbey's Kitchens, Bathrooms & Interiors

Your partner from design to build

page 29

ASK THE EXPERT



Viking Pest Control

Why your home is still at risk in the fall page 11

+ Inside:

Annual Kitchen & Bath Directory

page 12

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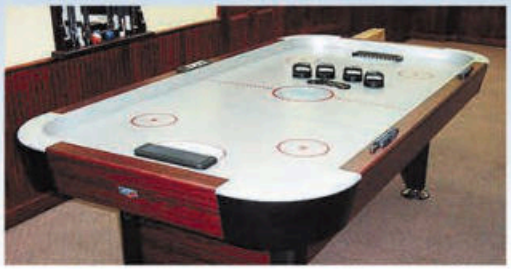
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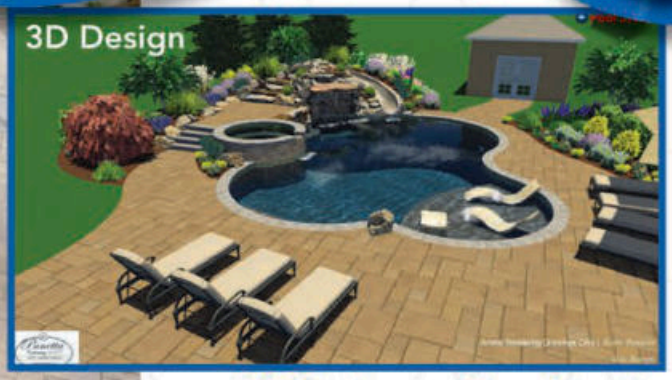
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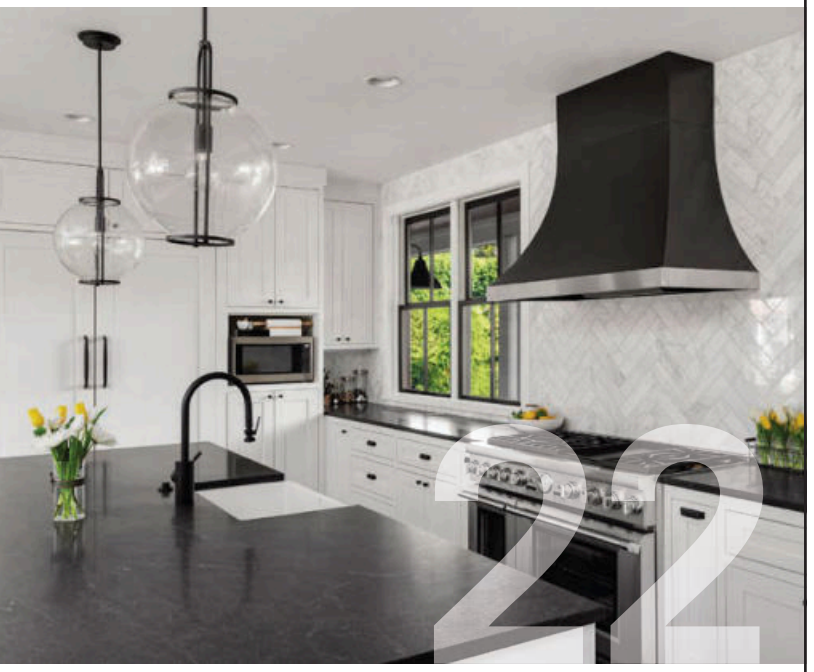
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On the cover:
At Abbey's Kitchens, Bathrooms & Interiors, the customer relationship is paramount. Owner Steve Meltzer is their one and only contact from the initial design phase to completion. To find out more about the company's 35-year history of success, turn to page 29.
Cover image courtesy of Abbey's Kitchens, Bathrooms & Interiors



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Viking Pest is a full-service pest control company that has been providing pest control for residential homes and businesses since 1980. For more information about their services, visit VikingPest.com or call their 24/7 care center at (848) 251-0751.

ask the expert by Liz Hunter

Viking Pest Control

MOST PEOPLE THINK SUMMER IS THE PEAK SEASON FOR BUGS AND OTHER PESTS, BUT THAT'S NOT ENTIRELY ACCURATE. "The danger is really when you don't see them around outside anymore. We see an explosion of calls in the fall when the temperatures dip and insects are looking for a place to stay warm," says Craig Sansig, ACE, technical services manager for Viking Pest Control. The most common pests that may find their way into homes in the fall include ladybugs, stink bugs, spider crickets, ground beetles, cluster flies, mice, rats and even yellow jackets, which can bore through sheetrock to get inside a home, he warns.

For this variety of potential intruders, homeowners need to rely on a company that knows the ins and outs of pest control. In 1980, Viking Pest Control began with one man, and now has more than 200 technicians serving five states: Pennsylvania, New Jersey, Delaware, Maryland and New York. "We focus only on pest management. We specialize in several aspects of pest control—wood- destroying insects, yard pests, vector species—and we offer services for households and commercial businesses," says Sansig.

We spoke with Sansig about how Viking Pest Control can protect homes and why its methods are the most effective.



Craig Sansig, ACE, technical services manager

WHAT DO YOU LOOK FOR WHEN INSPECTING A HOME?

One of the biggest things we need to do is inspect the exterior, looking for penetration or small gaps. Mice only need a ¼-inch opening and rats a ½-inch to fit through. We look around plumbing, electrical, gas lines and gas meters, HVAC, around corner studs, under vinyl siding and around the concrete by the garage doors—all places these pests can take advantage of and we want to make sure are sealed.

WHERE ARE SOME OTHER SPOTS THAT MIGHT HARBOR INSECTS?

We'll look for leaf litter around the shrubbery trunks. Leaves can harbor insects and mice, and decaying matter is a food source for small insects which in turn attract larger insects like spiders and centipedes. Gutter cleaning is also a piece of pest control we do because it is critical to reduce water sources for insects, mice and rats, not to mention mosquitoes.

WHAT PRODUCTS OR METHODS DO YOU USE TO TREAT AND SEAL A HOME?

Once we have determined the root cause of the issue, we want to solve it long term. Our approach is integrated pest management (IPM). It doesn't mean we won't use pesticides, but it's not the sole measure. We use the environment against the pest. Insects aren't able to adapt, so we'll take away their shelter and food sources. Sometimes it's getting the customer to address moisture issues or depending on the pest, we can seal openings with copper steel wool, which doesn't stain, shrink or fall out. Expanding foam that is often used by homeowners and found at the store is not as viable and rodents can chew through it—plus it looks unsightly.

HOW SAFE ARE THE PRODUCTS YOU USE?

Most people don't realize that a majority of pest control products have a lower risk factor for toxicity than most cleaning products used around the home. Product selection is very important to us. We use what will have the lowest environmental impact, best efficacy and best safety record for the public. No two houses are the same. The home's design, age, materials utilized, build quality and nearby habitats like aquatic and wooded areas have a big impact and require differing approaches to treatment. Pets, koi ponds and vegetable gardens will each change the way a particular pest concern is addressed as well. What separates us from someone buying these products at the store or using other companies is the training. We know the biology of these pests and how to use it against them. **H&H**



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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 specialities 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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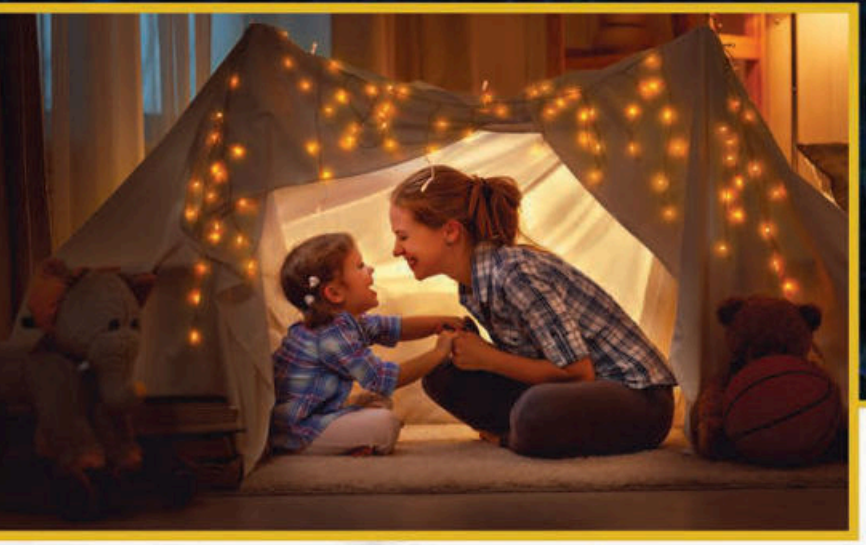
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by **Liz Hunter**

We take for granted the fact that many appliances around the home were not always standard. Automatic washers and dryers were considered a luxury in the 1930s and microwaves didn't even become mainstream until the late '60s—yet we can't imagine life without them. And if you ask Curt Lampe, co-owner of Total Access Elevators & Lifts, residential elevators are poised to become the next must-have appliance in the home.

Lampe incorporated the company in 1991 with his partner Ted O'Neill. The market for residential elevators was still new, but over the past 30 years, Lampe says the demand has grown tremendously.

"In a lot of new construction, especially at the Shore for the multi-level properties, elevators are being put in automatically," he says. "We're also seeing people who want to age in place investing in an elevator instead of moving out of the home where they raised a family. They can install an elevator without the hassles of selling, packing and moving, and they can stay in their home comfortably."





Elevators appeal to people for a wide range of reasons, whether they want added luxury to their property or have mobility challenges. They can also be used to transport groceries, laundry and other bulky items as well, taking the physical burden off of people and encouraging more independent living.

There is a product to fit any lifestyle and budget, says Lampe. One of the most popular styles right now is the pneumatic vacuum elevator (PVE). Using only air, PVEs require less space and less energy than the traditional in-home elevator with a shaft.

"The PVE uses the same technology as when you go to the bank and send your money through the cylinder. One of the best features of this product is that construction is minimal. It doesn't need to be in a shaft, and we don't need to dig a pit in the basement," Lampe says. "Technology has come a long way."

These units are also eco-friendly, only using power when going up. Coming down is all gravity. Lampe says some models can connect to your smart home setup as well.

In areas where water might be a concern, the elevators have float switches and homing devices included. "If the unit comes down and hits water, it automatically shuts off. Also, after you take the unit down to the lower level, a homing device brings the unit back up to the highest level after five minutes in the event water could become an issue. It's safest up at the top," Lampe says.

Additional safety measures include light curtains, which can sense if something is operating incorrectly and stop the unit automatically. Doors must also be fully shut for it to run, and if a unit loses power, it can still lower itself to the lowest level so a passenger could exit.

If the design of a home does not allow for a clear passage for the elevator on the interior, an exterior installation will soon be available, says Lampe. Currently, the company has its first beta test exterior elevator attached to the side of its building, and it's expected to be available for residential installs by October.

Lampe says the time from when the product is ordered until installation is approximately two months, and if it's new construction, the elevator is one of the last things installed.

Throughout the process, homeowners can expect to have any question answered by a knowledgeable team of professionals. "We pride ourselves on the longevity of our employees and sales consultants. Most have at least 14 years' experience each, and both myself and Ted are actively involved in the business every day," Lampe says.

Total Access services all of New Jersey and Delaware; Eastern Pennsylvania (out to State College) and Maryland (down to Baltimore). **H&H**



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THE GREAT INDOORS

Despite supply-chain delays, homeowners are still riding the pandemic's ongoing trend of refreshing their living spaces with a focus on interior spaces like bathrooms and kitchens.

BY MADELEINE MACCAR


Kitchen Magic

After staring at the same walls, fixtures and accents throughout the pandemic's uptick in time spent at home, homeowners everywhere have been overhauling their living spaces. Whether it's all as one big project or tackled room by room, kitchens and bathrooms have not escaped housebound families' scrutiny and desire for an interior refresh.

The area's experts took some time from their busy schedules to talk to *House & Home* about how clients can plan ahead for a smooth project timeline, managing expectations as supply delays are still creating a number of snarls along the way, and all the options available for lightly renovating or all-out remodeling two high-traffic areas on any budget.

BEGINNING A PROJECT

As the adage says, failing to prepare is preparing to fail, and home projects are no exception. While some clients are experienced at navigating the process, others are beginning their first foray into interior redesigns armed with only the knowledge that it's time for something new.

Whether you're working with a one-stop shop or a dedicated expert in kitchens and baths, the team you're trusting with the job can ensure you stay within your budget while planning a new layout, establishing a timeline and providing all kinds of expert insight as they bring your dream designs to life

"Construction is a journey," says Joe Sananes, who runs Cabinet Design Center with his wife, Yafit. "It can be fun and exciting, but it can also be overwhelming so you have to prepare a client mentally for the whole process. Hiring a company that will be transparent about that will help them be prepared for the journey and encourage them to look at their home like it's a blank canvas."

Whether that blank canvas will be filled in with new countertops and cabinets, a shower upgrade, customized accents, a full-scale remake or an addition, coming up with a layout design will help a homeowner visualize what their updated kitchen or bathroom will look like.

"We create a 3D layout on the computer so the customer can see a rendering of their new kitchen," notes Lorraine Sterl of Sterl Kitchens. "The custom layout/floor plan we create with the customer is based on the space they have available in combination with the use they have in mind. For example, [that could be] drawer bases, lift-up doors, spice racks, trash/recycling pull-out cabinets, islands, height of wall cabinets (from 30 inch to 42 inch, or stacked if desired higher), farm sinks, glass doors on cabinets, glass shelves, etc. There are so many options."

While the end result of any successful renovation project is making a lived-in room feel like a brand-new space that's more in line with your current tastes or modern trends, getting there takes a tremendous amount of proactive communication from beginning to end.

"You have to ask the client questions to find out what their wants and needs are, like if they're a retired couple, if it's for a family with a new baby or if it's a rental home," explains Denneen Guidici, designer for Floors Just For You. "There's usually an initial design consultation and, depending on the client, it gets handled in a few different ways. Sometimes we go out, measure the space, and then put together a quick design and estimate—there's so much involved that people don't always know how much it's going to cost."

No matter the scope of the project, managing a budget is one of its most crucial elements.

"Set realistic expectations going into the project," advises JT Norman, product and design innovator at Kitchen Magic. "Budget depletion happens when the homeowner doesn't set a realistic and clear value for a quality remodel and product costs. … Choosing materials and items that fit your budget and allow for one or two must-haves that are within your budget allowance is key."

While some experts say that the ongoing supply chain delays are getting somewhat better, they remain an additional hurdle that homeowners will have to be cognizant of as their new kitchens and baths take shape.

"In the last six months, our management and designers have recognized the impact of both the lack of trained workers available in the manufacturing sector, and the inability to source raw materials that are used in production of cabinetry," says Barry Tarzy of CabinetTree Design Studio. "We believe this state of the business will continue to cause delays in some clients' orders early into 2022."

MODERN OPTIONS, CURRENT TRENDS

David Cerami, owner of both HomeTech Renovations and Let's Face It, says that homeowners have a wealth of options when it comes to redoing their living spaces, starting with the scope of their projects. Let's Face It has offered refacing as a greener, less-laborious alternative to completely reconstructing a room, and is generally the preferred option for folks who love the bones of a room but love its dated details a little less.

"We were one of the first companies to offer an alternative to the

THE GREAT INDOORS

conventional approach of gutting the cabinetry and rebuilding the entire kitchen from floor to ceiling," he says. "Cabinet refacing is for homeowners who have a kitchen that mostly works for them in terms of its design, but they're tired of the colors, the door style, the hinging of their cabinets."

Even those homeowners who begin a project with the utmost confidence in their visions have been swayed by visiting a showroom to see their options for tile, flooring, countertops, cabinets, bathtubs, showers and more in-person and all under one roof. Actually interacting with the elements they'll potentially see every day for real-life assessments and comparisons is an invaluable asset to clients.

Spending some time in a showroom can also help illustrate just how many options there are for every budget.

"What I do is start out at a mid-grade bathroom and I let the customer go wherever they want to go with it," says Chris Hermann of Harmony Home Remodeling. "I give them a range of material pricing where I would say, 'Your shower wall's tile can be $4 a square foot, your floor tiles are $3 a square foot.' If they want to go higher or lower, then I tell them they can go to my showroom, pick out what they want and then they pay the difference. … I can get anything they want in any material, so it's a one-stop shop."


Amiano & Son Design-Build

Hermann notes that his company specializes in additions, and that "90% of the time, if someone does an addition, they'll want other work done." That could be anything from turning bathroom closets into smaller storage spaces with matching vanities, replacing outdated small tiles with much trendier large tiles, installing heated floors and replacing a second tub with the stand-up showers that clients are still clamoring for.

Sophia Amiano, the design-build specialist at Amiano & Son Design-Build, adds that the freestanding garden tubs everyone wanted a few years ago are being replaced by cabinets and linen closets. She agrees that walk-in showers are still popular but that "the main focal point in any bathroom that I've been doing is definitely storage, as well as having that nice, spacious shower."

But she says the most prevailing trend she's noticed, from the western Pine Barrens to the Jersey Shore, is an in-demand, versatile hue: "If 2021 had an official color, it would be navy blue," she notes. "I and the other designer on our staff have been doing a lot of navy blue kitchens. What's nice about it is that it can look a little nautical, it can look a little modern and it can look a little more sleek and almost glam."

When it comes to outfitting those kitchens, Sterl says there is one countertop option that, hands down, delivers the biggest bang for your buck. "The best value for your dollar? Quartz countertops," she says. "They do not absorb bacteria or stains because they are nonporous, do not need to be resealed, are an extremely hard material, scratch-resistant, warrantied and very beautiful because they are made from natural quartz stone."

Norman observes that homeowners have been outfitting their kitchens with multitasking amenities like islands, desk niches customized for specific uses and pet stations, plus designated bar areas for a wine fridge, glass storage and entertaining. "Function remains vital to the way a kitchen performs," he says.

Sananes notes that Cabinet Design Center has been creating a lot of farmhouse-style kitchens with less-is-more vibes and clean lines. "Our job is to listen to you and look to the future while correcting any missteps—we are designers by trade so we try to create a timeless look," he says. "If you invest in an item, like a kitchen island, that's too trendy, you're going to get tired of it. So we encourage the customer to be bold, but with items that are easily changeable. It's not a big deal to change paint colors, but to change a cabinet would be."

IT'S ALL ABOUT YOU

Of course, no matter the trends, every good designer and expert wants every customer to be happy with the kitchen and bath they'll be seeing, using and living in for years to come, which means using their expertise

> "If 2021 had an official color, it would be navy blue. … What's nice about it is that it can look a little nautical, it can look a little modern and it can look a little more sleek and almost glam."
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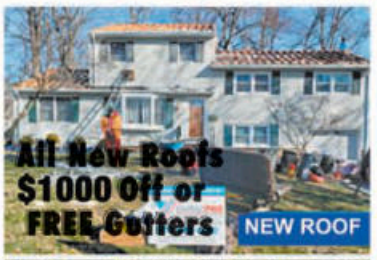
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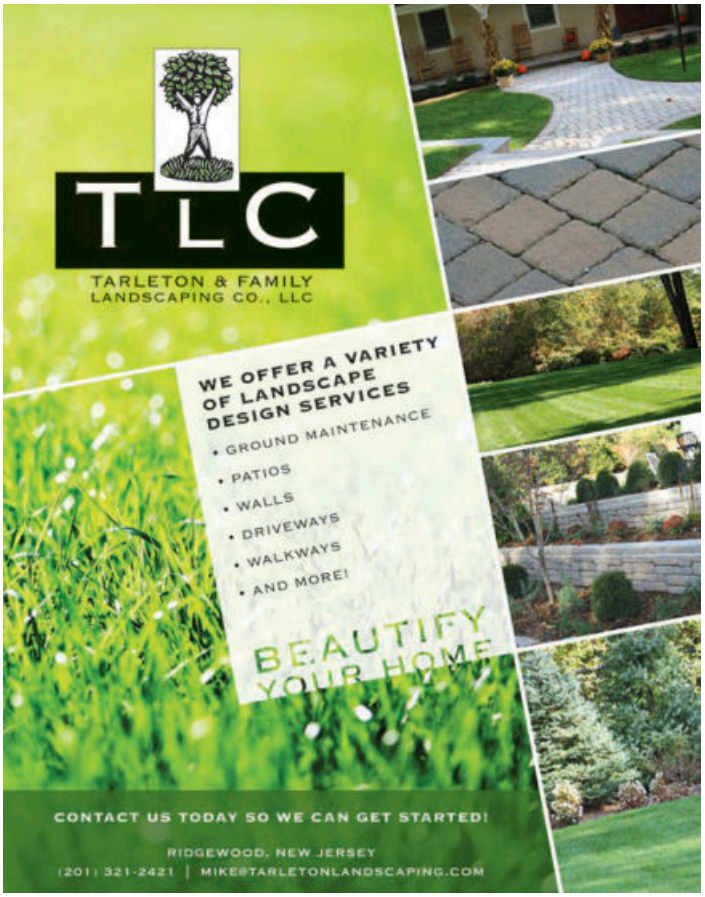


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THE GREAT INDOORS

to bring those unique wants and needs to life—and without compromising your budget or settling.

"If you're looking for a very specifically styled or color cabinet, there typically are alternative solutions within the stock cabinetry lines," says Amiano. "Right now, stock cabinetry is probably a bigger seller than semi-custom. The stock cabinetry nowadays is beautiful, with these great options in styles and colors."

With so many options on the table, it's important for an expert to get familiar with your space before the project begins.

"Getting a free in-home consultation and estimate can be a valuable first step in the remodeling endeavors," advises Norman. "Kitchen consultants come with a list of ideas and will give you a solution and quote for what your budget will allow."

No matter what direction you're taking your kitchen and bathroom, though, one of the best ways to ensure a project's success is to plan ahead.

"Order early to prevent delays in planned construction and kitchen and bath installation," Tarzy says. "Make sure you select and secure all plumbing and electrical fixtures ahead of time so that when it is time to install, everything is in place with no delay caused by lack of products. Couple cabinet delays with the availability of a qualified professional to install—it has become more important than ever to plan ahead."

The other, of course, is to enlist the help of quality, qualified professionals who know how to turn the spaces of your dreams into a long-lasting reality.

"You get what you pay for," Cerami points out. "There are some very talented contractors out there, but they might not be good at communication or following up, they're not good with designs or suggestions that would yield a project that is flawless in the end. You wouldn't build a house without an architect or a plan; certainly, you wouldn't build out a significant kitchen without one." **H&H**

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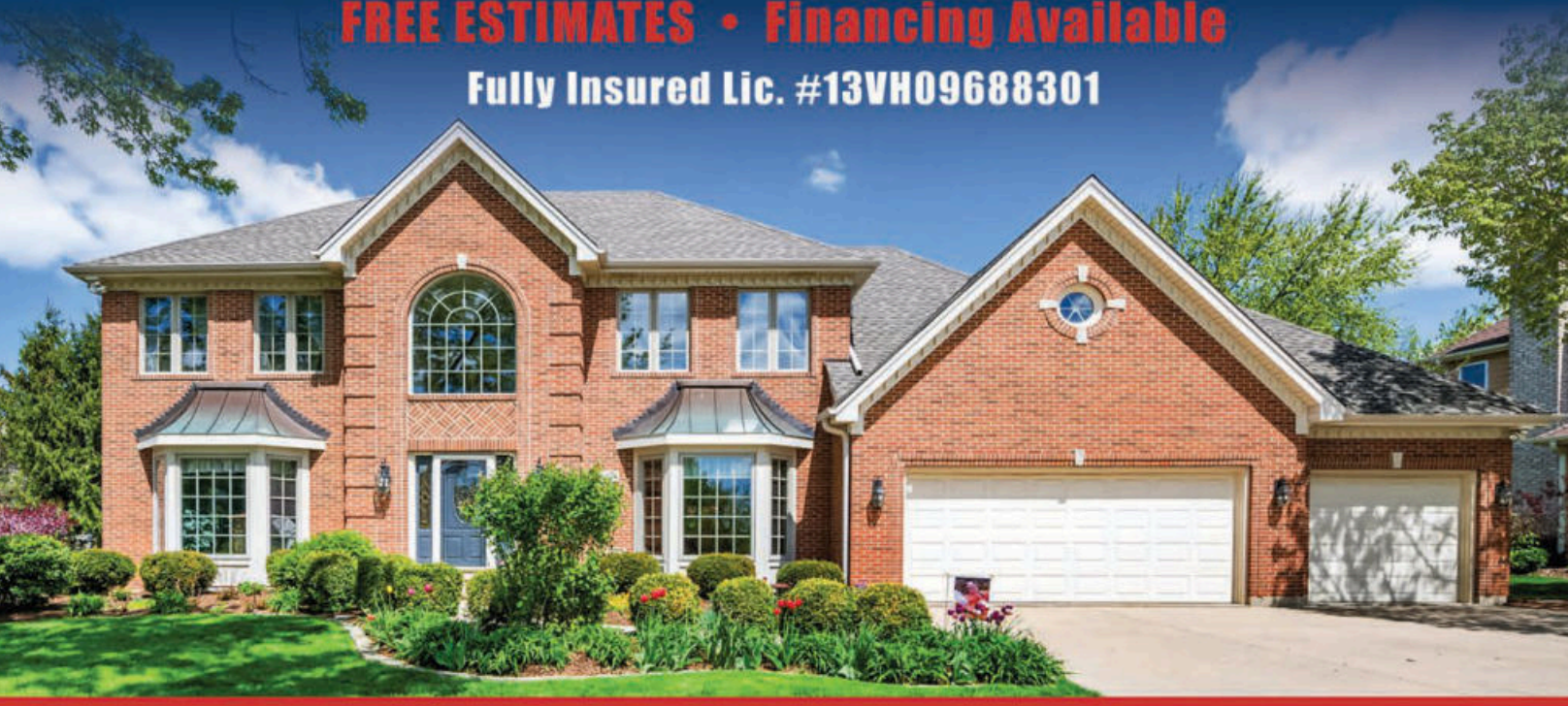
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When Steve Meltzer's kids were younger, they weren't exactly fond of his work phone being on until 11 p.m., but as the owner of Abbey's Kitchens, Bathrooms & Interiors, he saw it as an essential service for his customers. Thirty-plus years later, the policy hasn't changed.

"The way I look at it, I'm in the service industry," Meltzer says. "People work during the day, and they come home to see the progress on their remodel and might have questions. Why should they wait until the next day to ask me? I'm always available until 11."

This kind of attention is hard to find in an industry where homeowners too often hear horror stories about contractors who don't communicate or leave them in the lurch. When homeowners choose Abbey's, they deal with Meltzer only.



He handles all the design himself and is the only contact homeowners need along the way. "When you're dealing with too many people, you run the risk of the project turning into the game Telephone, where the original message is distorted as it goes down the chain," Meltzer says.

Working for his father led Meltzer to this industry. "My father had a home improvement business that did some of everything. After 10 years with him I wanted to branch out into the creative side of remodeling. That's how Abbey's came about in 1986, named after my daughter," he says.

Customer service is unique at Abbey's. Meltzer likes to build a relationship, meeting clients in their homes and sitting together for an hour or two. He brings examples of sinks, faucets, etc., but his approach to customizing cabinets is truly unique. "A door is made up of two parts: the exterior frame with an inside lip and outer edge, and a center panel," says Meltzer. "We pick the edge and lip of the frame, then the center panel, and put them together. Then we choose a color. When we're finished, we create a full-size, custom sample of their door and drawer. These come with us to every vendor, from tile to flooring to countertops."

Designs are drawn up by hand, a fact Meltzer says makes the project look more personal. "I want to make sure the clients are getting what fits their lifestyle. We want to first get a functioning design, and then we make it aesthetically pleasing," he says. "Questions we ask: what are their cooking habits? Are they right or left-handed? How many place settings and glassware do they use? How accessible does their cookware need to be? No two Abbey's kitchens are ever alike."

Once a contract is signed and a client is ready to proceed, Meltzer is there every step of the way. He is honest about timelines, helping to alleviate fears about prolonged projects. He does only one project at a time, meaning the crew will not leave until the job is completed.

"I have assembled a group of the best installers and subcontractors with whom I've worked for 10 to 20 years. But I am responsible for everything, including supplying construction materials and obtaining necessary permits. The homeowner comes to me for everything in the process," he says.

"Unfortunately, mediocrity today has become the accepted high standard, but I won't get involved in something like that. Sometimes clients want to make changes during their project—we always try to accommodate. Sometimes these changes might cost Abbey's a little extra, but we see it as an investment to make the customer happy and hopefully they'll recommend us. That's just how I do business."

Also unique, Abbey's exceeds New Jersey's one-year guarantee requirement, offering a three-year guarantee on both parts and labor.

Meltzer set out to bring a personalized experience to remodeling and has succeeded for over 35 years in this quest. His attention to detail and dedication to each project takes the mental load off the client, a priceless commodity in today's world. **H&H**



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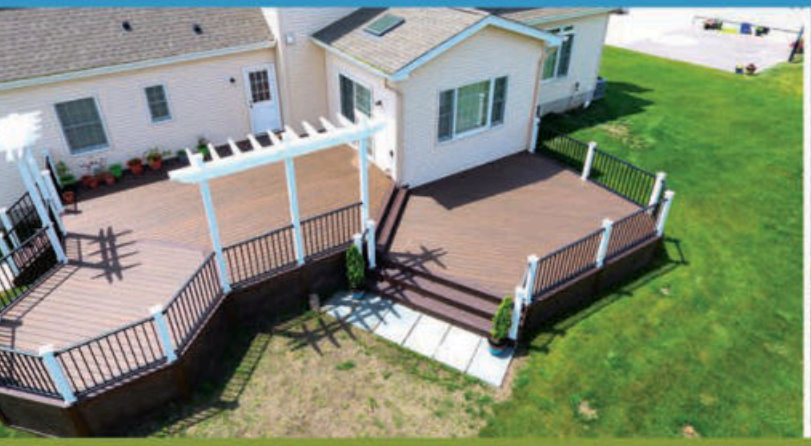
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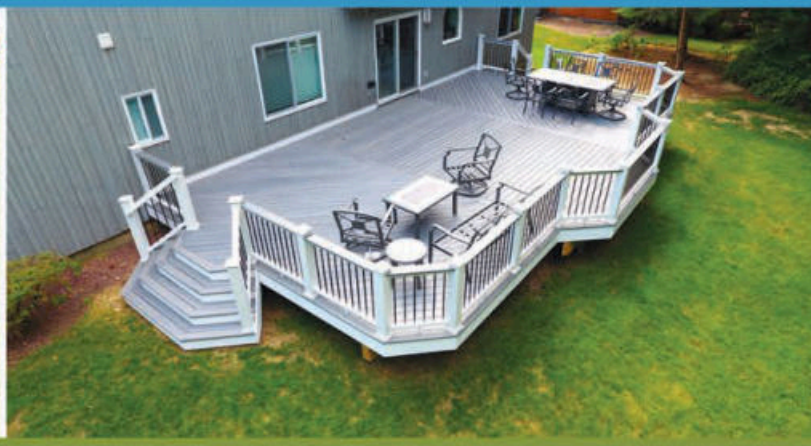
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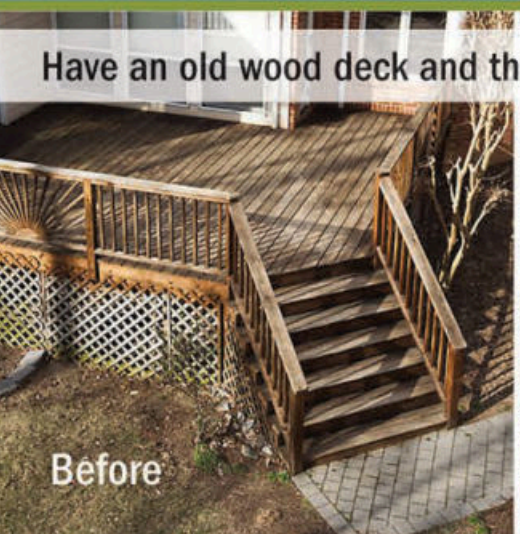
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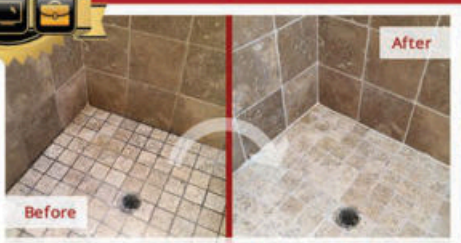
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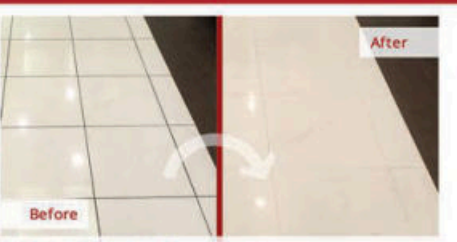
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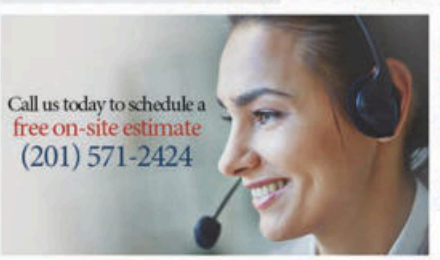




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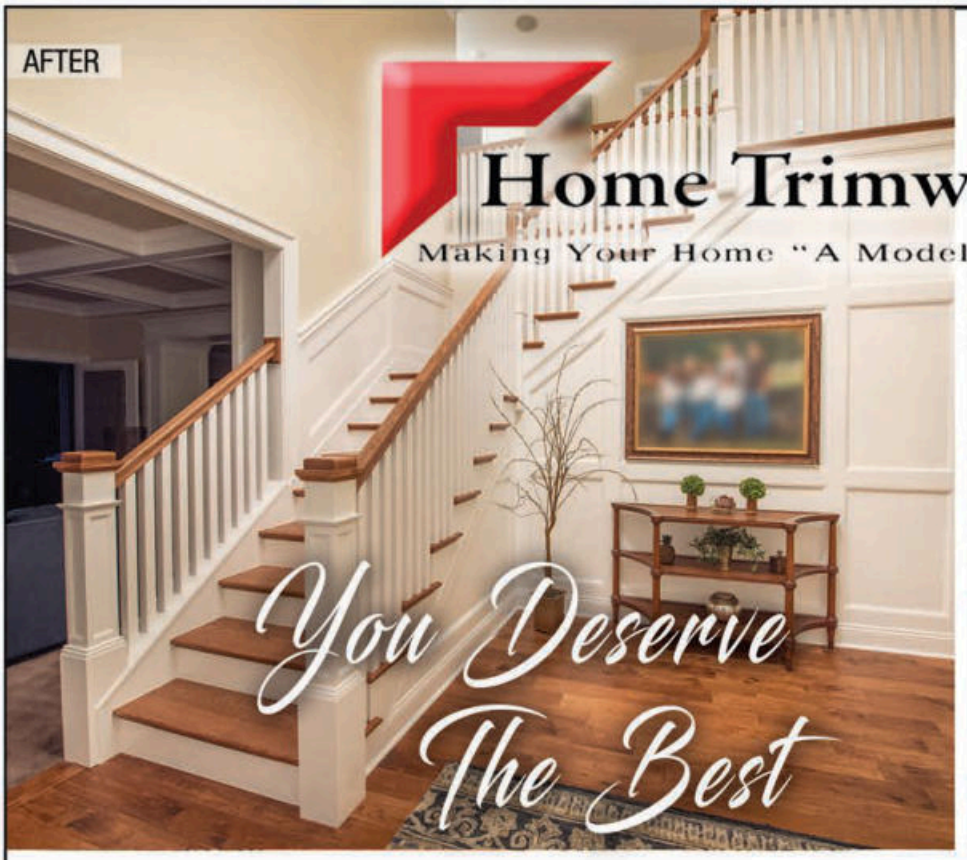
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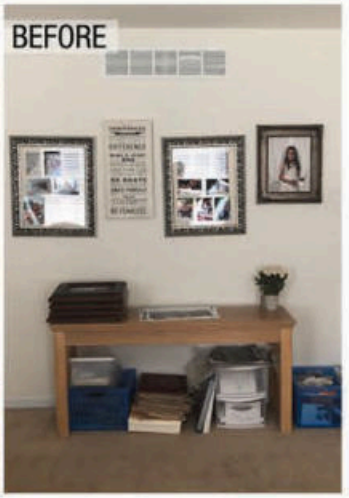


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