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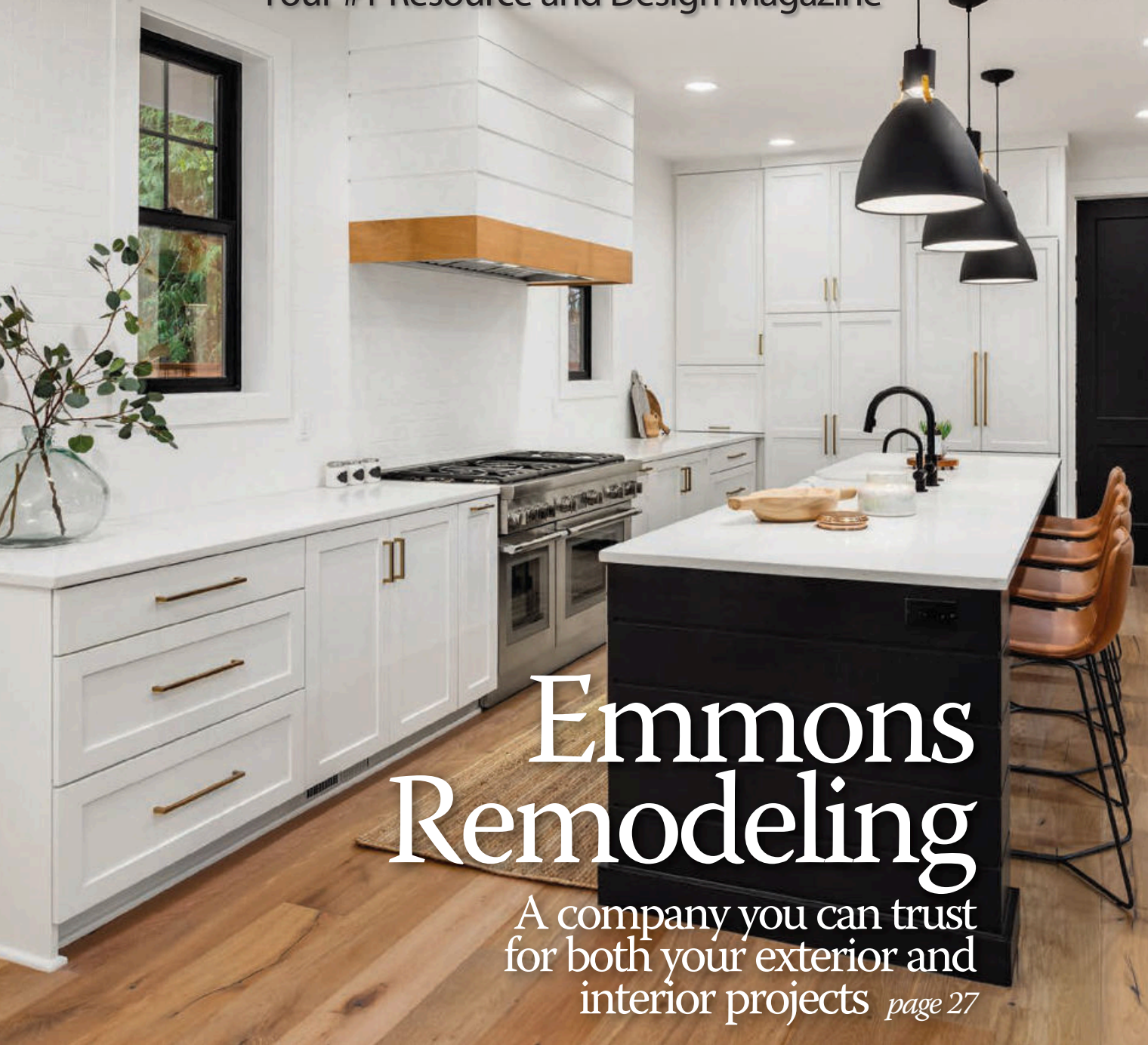
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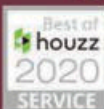
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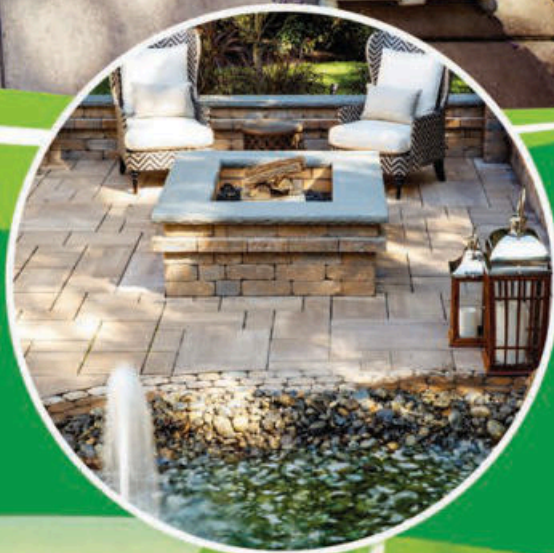
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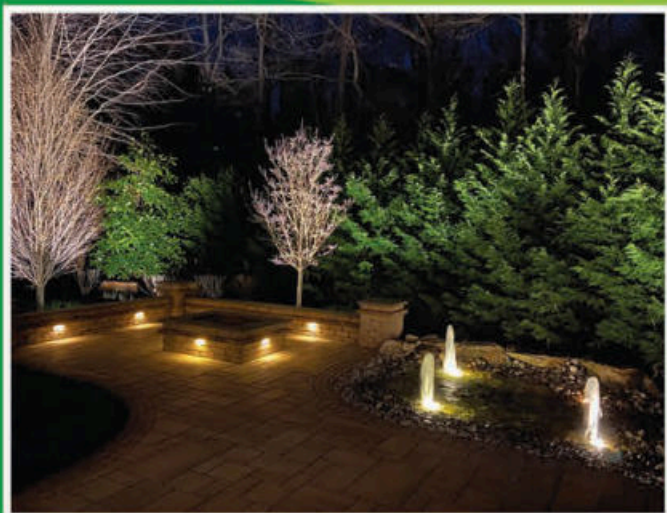
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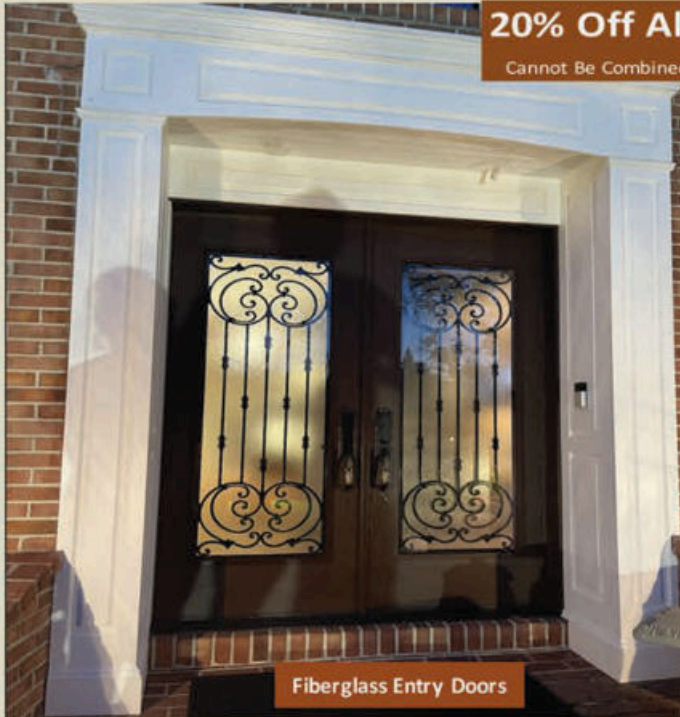


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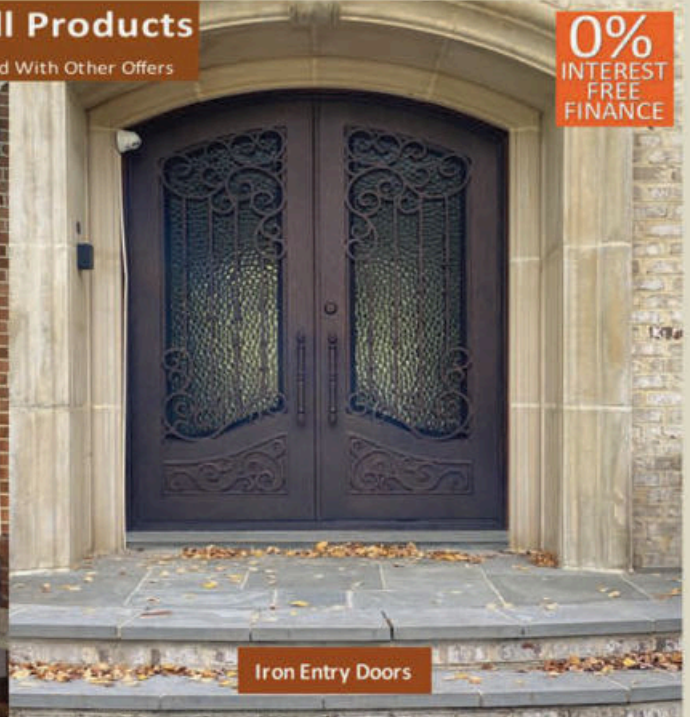
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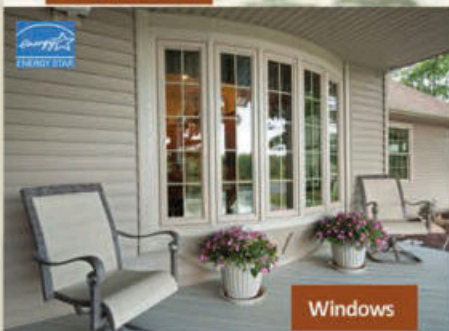
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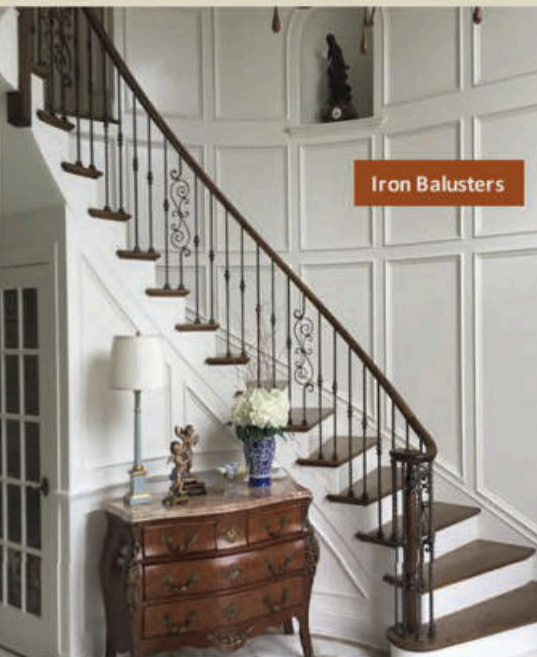
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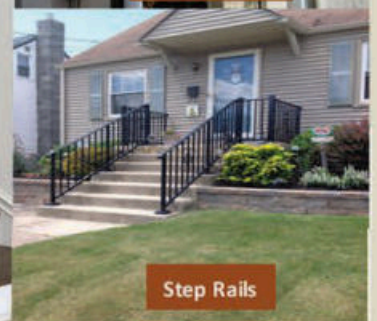
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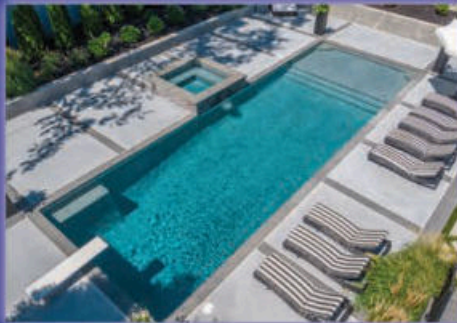
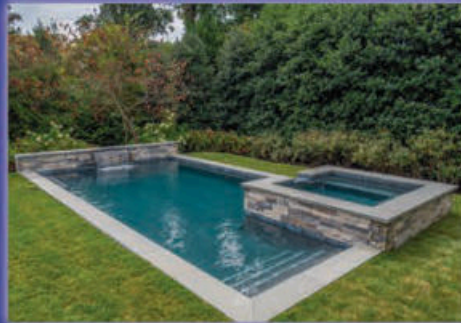
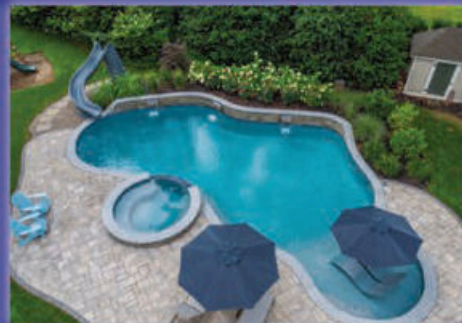
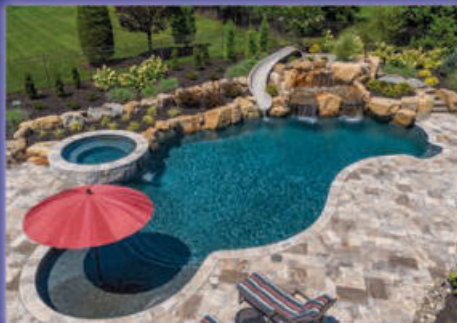
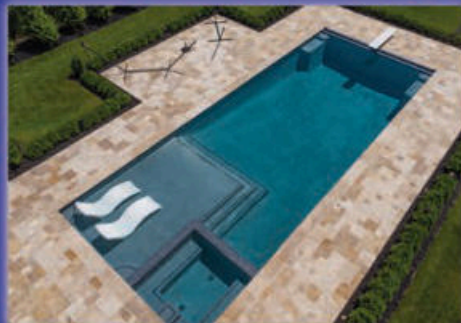
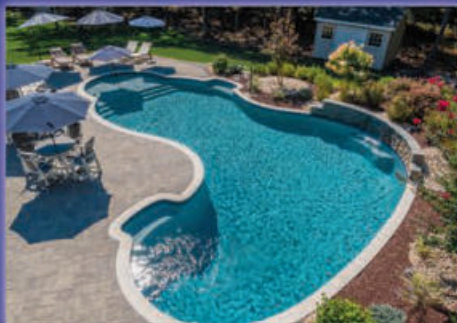


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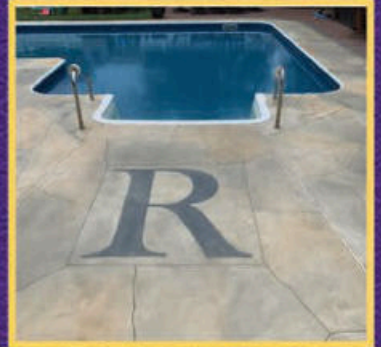
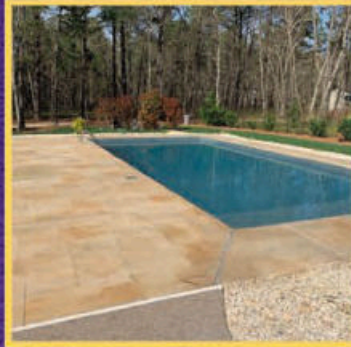
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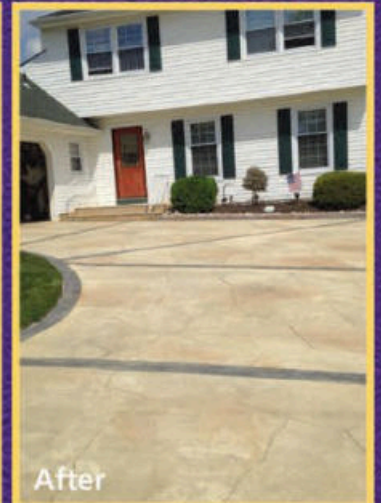
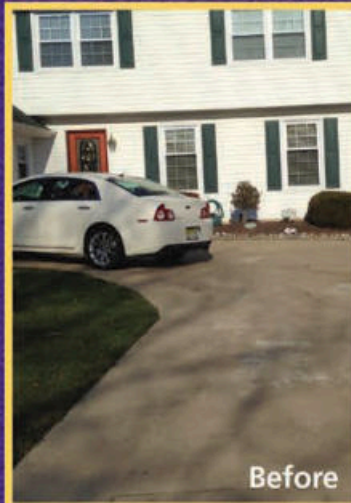


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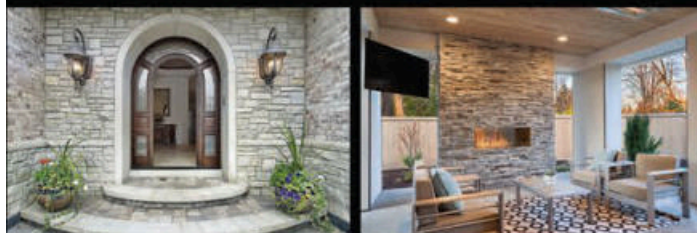
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PUBLISHER

Edward P. McCartney

EDITOR

Peter Proko

ASSISTANT EDITORS

Matt Cosentino, Madeleine Maccari

CONTRIBUTING WRITERS

Kristen Dowd, Lindsey Getz,
Kristen Jorgensen, Debra Wallace

CREATIVE DIRECTOR

Hank Alspach

PRODUCTION MANAGER

Brian Mikulski

DESIGNERS

Alex Bianco, Jay Urbaniak, Lisa Zollinger

ACCOUNTING DIRECTOR

Darlene Versak

SALES DIRECTOR

Lindsay Gonzalez

SALES MANAGER

Jim Romano

NEW BUSINESS DEVELOPER

Chuck McKane

MARKETING CONSULTANTS

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

ACCOUNTANT

Max Haggerty

DIGITAL MEDIA DIRECTOR

Leigh Stuart

PUBLISHER EMERITUS

Bob Doran

EXECUTIVE PARTNERS

Gerry Haggerty, Edward P. McCartney

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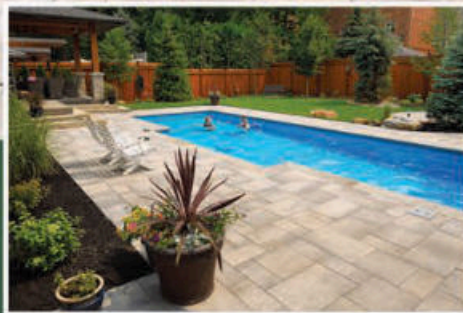
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Dress Up Your DECK

The right furniture, shade option and other amenities can take an outdoor space from ordinary to extraordinary.

BY MATT COSENTINO

While today's outdoor living spaces are meant to be enjoyed almost throughout the entire year, there is no question that summer remains prime time for get-togethers in the backyard. Whether homeowners are planning a new deck project or adding to an existing one, there is no shortage of ways to enhance the overall appeal and turn it into a coveted gathering place as they prepare to welcome family and friends in the coming months.

Of course, the right amenities for one person might vastly differ from the next, based on everything from lifestyle to budget.

"For us, it's important to dive into what the client is going to use the space for," says Randall Yoder, a designer with Keystone Custom Decks. "If they want just a lounge area or an extended living room, they can put a fireplace in. If they want to use it for parties, we might recommend putting in some lanterns with stone columns and stringing up some lights. A dining area is always a nice addition as well."

From shade features to outdoor kitchens and the right furniture, the possibilities are basically endless. *House & Home* spoke to several local professionals to learn more about the options homeowners have to dress up their deck.

MADE IN THE SHADE

Perhaps no added feature is more important for a deck than some type of shade structure. After all, what good is a beautiful outdoor space if the July or August sun is beating down and it's too hot to enjoy it?

"Especially since a lot of decks are made of composite material now, it heats up a lot more than your old-school wood decks," says Josh Eberly of Marygrove Awnings. "So when you try to walk on it, it's too hot, but adding an awning over that space provides shade. Our awnings normally cool down the inside of your house by about 10 to 15 degrees, so you save a lot of mon-

ey on your energy bills. But with the deck it adds even more, because the deck is out in the sun all day and gets really hot. An awning adds a nice shaded space where you can eat, relax, play card games and just spend time with friends and family."

Marygrove offers retractable awnings in a variety of colors and styles that can be extended out or pulled in with the push of a button. Front and side screens can be included for additional blocking of the sun, and wind sensors will automatically retract the awning when a storm is approaching. An awning will also provide limited protection from the rain.

"Our fabric is not waterproof but it's water-resistant, which means you can have it out in the rain," Eberly says. "We also offer an adjustable pitch, which is a cool feature. If you have your awning out and it's raining hard, water could just run off the end of it and start to pool on the fabric. So we designed this product called the adjustable pitch ... and you can pitch the awning down on one side and direct the rain runoff to where you want it to go."

An awning is probably the most cost-effective way to add shade to a deck, other than an umbrella, but some homeowners prefer the aesthetic appeal of a pergola or roof structure.

"Pergolas are really nice shade structures, but I always say if you're looking for a complete shade structure, a pergola is not the thing for you—you're probably looking for a roof structure," says Karim Mrad of Archadeck of Northwest Philadelphia. "A pergola can give you anywhere from 30 to 75% shade; in some cases if you end up going with an aluminum pergola that has pivot louvers, it can go up to 100%."

The price of a pergola depends on the choice of materials, Mrad adds. "Let's say we're building a pressure-treated pergola—the price is going to be minimal. But if you want to go with a pergola made out of aluminum that has lights and fans and heaters built into it, where the louvers can pivot up and down and it has rain sensors inside of it, the options are endless."



Dress Up YOUR DECK

Marygrove Awnings also offers louvered roof systems made of aluminum, metal, wood or glass. They give the homeowner the option to open and close the slats on top depending on the weather or the occasion.

“It’s really nice because you can create an outdoor space without it truly being an enclosed space,” Eberly says. “A lot of people will build a nice deck and then put a wood pergola over it, but when it’s raining or super hot, you’re not going to sit under that pergola. This solves that problem, and it’s a premium product with all the bells and whistles: You can add fans, you can add lights and there are different ways for the louvers to operate. If you’re going to add it to the deck, it’s one of those wow statement pieces you can put on the back of your house.”

NOW WE’RE COOKING

Whether it’s being used for a Sunday night dinner with the family or a barbecue with 50 guests, the outdoor kitchen has become a must-have for many deck projects.

“For people who like to entertain and host, that is probably the best feature they can have,” Mrad says. “You can do a simple outdoor kitchen with just a grill and a small countertop, or you can build a 20-foot-long outdoor kitchen that has a grill, a smoker, a pizza oven, an integrated fridge and some drawers for storage. As much as you want, you can elaborate on it. People who like the outdoors really like to spend time in their outdoor kitchen.”

The outdoor kitchen craze that first started about 10 to 20 years ago has shown no signs of slowing down, despite rising material costs or concerns about the economy.

“We do a lot of projects with kitchens; they’re still in pretty high demand,” Yoder says. “I would definitely say the simple ones are still very common, where it’s 8 feet wide and you have the standard grill, trash and fridge in a standard layout. Then when you get into the higher-end clientele, they want bars, sinks, icemakers, Kegerators and things like that, which add quite a bit [of cost] to the project.”

FURNITURE SHOPPING

A fun part of accessorizing a deck is finding the perfect set of furniture that blends comfort and durability. Barnco Woodworks specializes in poly furniture built with plastic lumber that will not rot or rust and does not require painting. It is made for the harsh weather and can be kept outside all year long, even during the winter.

“It comes with a lifetime warranty and it doesn’t blow away, it stays put,” says Jake Stoltzfus of Barnco. “We’ve had a set for 15 years and it still looks like new. It’s really the way to go. There’s no storage involved—you don’t have to take them inside for the



winter. It’s a done deal, you just put it where you want it; you could have 4 feet of snow, but when spring comes you don’t have to get the furniture out.”

Poly furniture comes in all styles, from dining sets to rockers, porch swings and Adirondack chairs.

“There’s no maintenance,” Stoltzfus says. “Every once in a while you might want to pressure wash it. Depending on where you have it, you’ll get that green moss, but there’s a cleaner for it that you spray and then you hose it off. It’s very simple and it’s a good deal.”

Those in the market for outdoor furniture would also be wise to visit Sequoia Out Back, home to one of the area’s largest and most impressive showrooms for outdoor living. They can peruse the many displays featuring high-quality choices from the most renowned names in the industry and get a firsthand account of the look and feel of the pieces to ensure they are making the right selections.

ADDED AMENITIES

Since summer parties have been known to rage late into the night, an LED lighting package has become an important part of deck design to create a certain mood and also for safety reasons.

“For the past two years, we’ve seen an uptick in people liking the aspect of lighting,” Mrad says. “We always envision an element of lighting at night—not a bright, shiny light but ambient lighting to create coziness in the space. We incorporate lighting in the riser of the steps, the post caps of the railing and some under-rail lights. Especially when you have a change in levels, like stairs or a two- or three-level deck, you definitely need lighting.”

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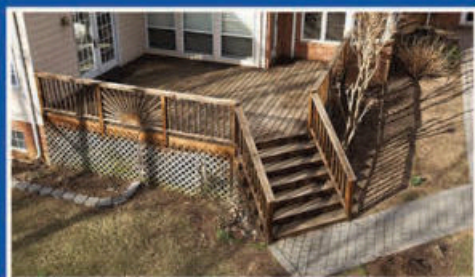


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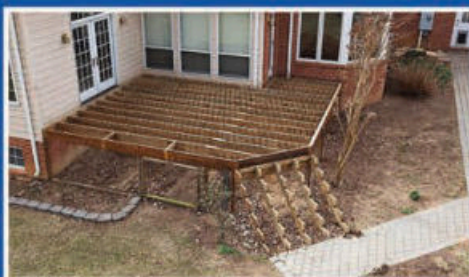
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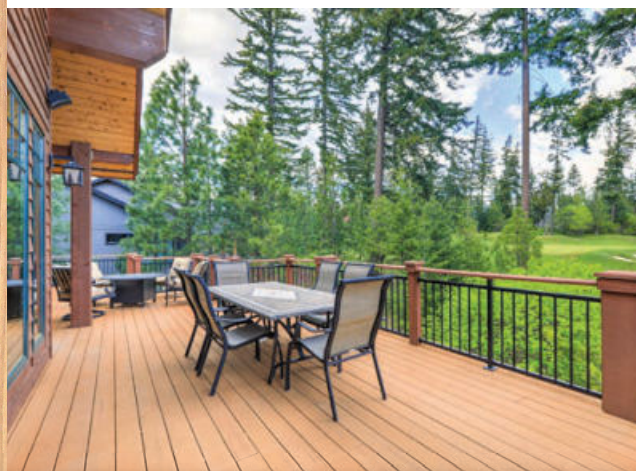
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Yoder believes that masonry features can really set a deck apart, and Keystone offers stone walls, pillars, entrances and fire features.

“For us it’s become pretty seamless,” he says. “We have great crews who do the masonry and at the same time, we’ve done it so much that we’ve learned all the framing and how to best support the masonry product, because usually it’s a lot heavier than other products. We have a good system and teams that work together to beef up the framing and keep it as open as possible underneath when there’s a patio.”

The stone fire pits and fireplaces are especially popular, allowing an outdoor space to be used in the spring and well into the fall. Yoder explains that some people still prefer to hear the cracking sounds of a wood-burning fire feature, but the majority now prefer the convenience of a gas option. Either way, it’s a look that can complete the space.

“You can just have it in the background to make everything feel cozy, or you can at the forefront as the focus of the project,” Yoder says. “I think fire features really help pull a project together.” **H&H**



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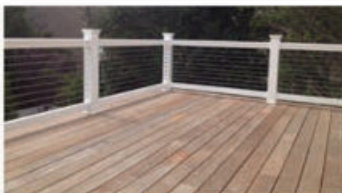
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Practicing What They Preach

The team at **Paramount Home Solutions** has become a trusted source for roofing and other exterior projects because of its commitment to being honest and upfront with customers. **by MATT COSENTINO**

In the competitive industry of home renovations, there are some business owners who look to get ahead by making promises they can't deliver or rushing through jobs without giving them the attention to detail they deserve. Anthony Bate and Nick Lopez, who followed family members into contracting and spent summers working in roofing and other jobs while attending Rowan University, have been in the industry for a combined 30 years. When they decided to branch out on their own, they agreed from the outset that they never wanted to be the kind of company that would mislead customers or abandon them when something went wrong.

Now, five years later, Paramount Home Solutions has emerged as an area leader in roofing installation and repairs, along with other home exterior offerings, based on that core philosophy of always doing right by the homeowner.

"Me and Nick are cut from the same cloth," Bate says. "We try not to overcomplicate things. We're very honest, upfront guys. It sounds simple, but we just do what we say we're going to do. There are no hidden costs and we don't take shortcuts. We offer quality material at a competitive price with the best warranty you can get."

Bate and Lopez have seen what works and what doesn't at their previous stops. They have used their knowledge of the industry to enhance the homes of hundreds of customers in a large service area, from the company's headquarters in Souderton, Pennsylvania, to the owners' hometowns in South Jersey. Paramount Home Solutions covers Montgomery and Bucks counties in Pennsylvania along with Camden, Gloucester, Burlington, Mercer, Monmouth and Ocean counties in the Garden State.

Another way Paramount stands out is with its Master Elite certification from GAF, the largest and most trusted manufacturer of roofing products in North America. That means the company uses the best materials on the market and can offer GAF's Golden Pledge warranty, which covers materials for up to 50 years and workmanship for up to 25 years.

Master Elite status is offered to less than 2% of roofing contractors in North America, and to gain the designation, Paramount has shown a commitment to the

highest standards in sales, service and installation and has pledged that each customer receives the best choice in roofing.

The warranty covers the entire roofing system and includes the costs of labor and disposal.

"Companies will say you get a lifetime 50-year warranty, but in the fine print there's no workmanship warranty and really only the first 10 years are covered, and only the material and labor—tear-off and disposal are not covered," Bate says. "So you're not getting much. It makes a big difference when you properly educate the customer on what the Master Elite certification can do when it comes to the warranty."

Paramount is fully insured, which eases customers' concerns over any workplace accidents, and does not accept payment until the project is completed, so homeowners never have to worry about giving up their hard-earned money with poor end results. If there ever is a problem, Bate and Lopez are laser-focused on having their crews fix it.

"It's almost impossible to find bad reviews on us," Bate says. "That's not because we're perfect—obviously, we've had to go back and fix mistakes or leaks—but it's never gotten to a point where we just ignored it or weren't able to resolve it and the customer felt the need to warn people not to trust us. Either myself or Nick stops by every install to make sure things are going smoothly, and we're very big on communication and making the customer happy."

Because of the strong relationships they build, it is common for happy customers to bring Paramount back after a roofing project to address their house's siding, windows or gutters. But the roof is, of course, the most important aspect of a home's exterior, and if someone has a roof approaching 15 or 20 years in age, Bate encourages them to give Paramount a call.

"You want to be ahead of the game—you don't want to wait until the last minute because you'll have more damage," he says. "You definitely want to be proactive with your roof. Customers might not have the funds to get a new roof, or it might not be a good time, so we can do repairs to help people get through another year or two. Then again, we also offer financing so they can have a small monthly payment or a 0% plan. There's an option for everyone." **H&H**

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Versatility and Variety

At **Architectural Concrete Design**, clients can expect a skilled team that treats each project as a partnership and understands how to enhance a home's curb appeal.

by **Madeleine Maccar**

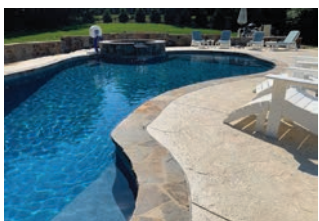
In his five years with Architectural Concrete Design (ACD), Adam Myers has learned that clients are often surprised by their options.

"A lot of people are still unaware of what they can do with concrete," says the company's director of residential sales. "They'll pull pictures from Pinterest or Google and say, 'I love how this looks but I don't know how to get there.' ... That's where we can come in and make them aware of any material limitations and how decorative concrete can give them a similar look in their backyard."

That commitment to educating customers separates ACD from the competition. Whether the team is working on a customized pool deck, driveway, patio or walkway, one thing remains the same: Every job is rooted in respect.

"It should feel like a partnership from the beginning," says Myers. "We want the homeowner to understand we're listening to them. Their first form of contact comes from the office, they'll be contacted quickly by our design team. From that point, it's setting up an appointment, getting some face time, and having a design professional walk around your yard with you and really listen to what your vision is. Very few hardscape contractors open up a conversation like we do at the design phase."

Transparency supersedes netting a sale, he adds. "The designer doesn't leave until they understand exactly what the homeowner wants. Every decision we make throughout the process can easily be justified or explained because we're



doing everything in the homeowner's best interest."

Getting to know each client and their expectations, lifestyle, property, budget and vision allows ACD to deliver completely customized results every time.

And with concrete options that go beyond pavers to offer a seemingly infinite multitude of finishes and color combinations, the team knows exactly how to deliver an elegant, impressive final project guaranteed to last.

"With stamped concrete, we have versatility of color, texture and pattern selection—I'm confident you can find a fit for any home," Myers says. "We've done projects on new-construction homes that are incredibly modern-looking, all white and black; we've done 5,000-, even 10,000-square-foot driveways; we've done 300-square-foot patios with a designated space the client wants to look decorative, but the space is so limited that you have to be really intentional about what you pick. ... It's incredibly adaptable, and you can't get that look with any other paving material, only concrete."

"That's one of the coolest parts of being in this space: There really are no limitations on the product," he continues. "The designers can be creative, the guys in the field can be creative, it's something new every day."

Designers' creativity and homeowners' visions must work hand in hand, though, for a smooth installation phase. Collaboration and communication are critical, ensuring clients know their voices are heard and that the ACD team can get the job done in a timely fashion

while also meeting their high standards.

"We want that mutual respect where the homeowners know the feedback and perspective we're offering all work toward the same goal: making sure they're getting something they're going to love for 20, 30 years," Myers explains. "It should feel like we're working with you."

"Homeowners are encouraged to be onsite during the first building phase: They can see what we're doing, and we can inform them immediately of unforeseen changes our installers may need to make. After breaking ground, there's always a chance something unexpected happens—you want someone experienced in your corner to best handle that. We know how to navigate those circumstances, come up with effective solutions and illustrate that to the homeowner."

ACD's expertise and a variety of options mean the team always knows how to arrive at the design that perfectly complements a home and is in harmony with the project's surroundings. Working with the existing colors, patterns, textures and materials already present onsite is a win for the homeowner, since they won't need to redo their whole yard's aesthetic to still have the space "flow," even with a brand-new concrete project.

With ACD's 30th anniversary coming, it's a milestone the entire organization is proud of. But it's not just the company that can boast longtime success in delivering dazzling results, as much of its team has called ACD home for over two decades.

"What really sets us apart is the installers and their experience," Myers notes. "We have multiple guys who have been here for over 20 years—I don't know too many places that can say that. With concrete, our guys are physically crafting the product in the field so it's a new product every time—that's why it comes down to the guys forming and making that material. This is an industry where there's a direct correlation between the installers' experience and the product's quality." **H&H**



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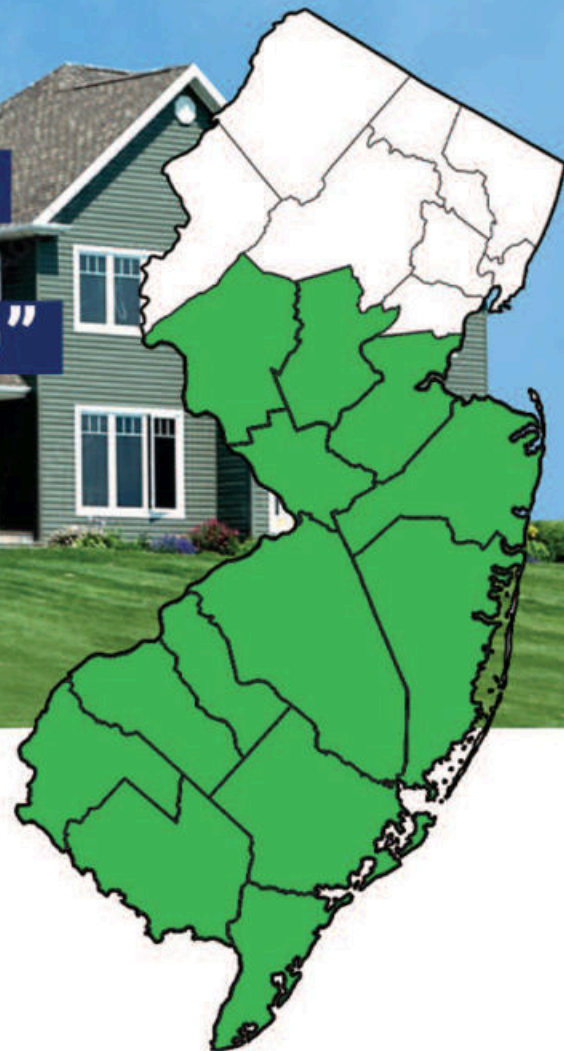
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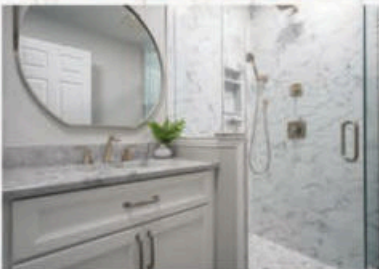
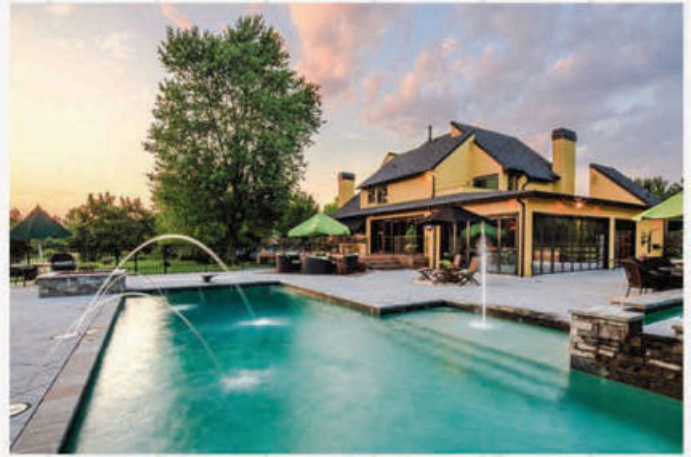
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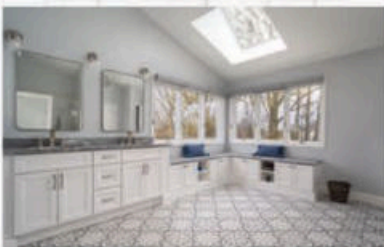


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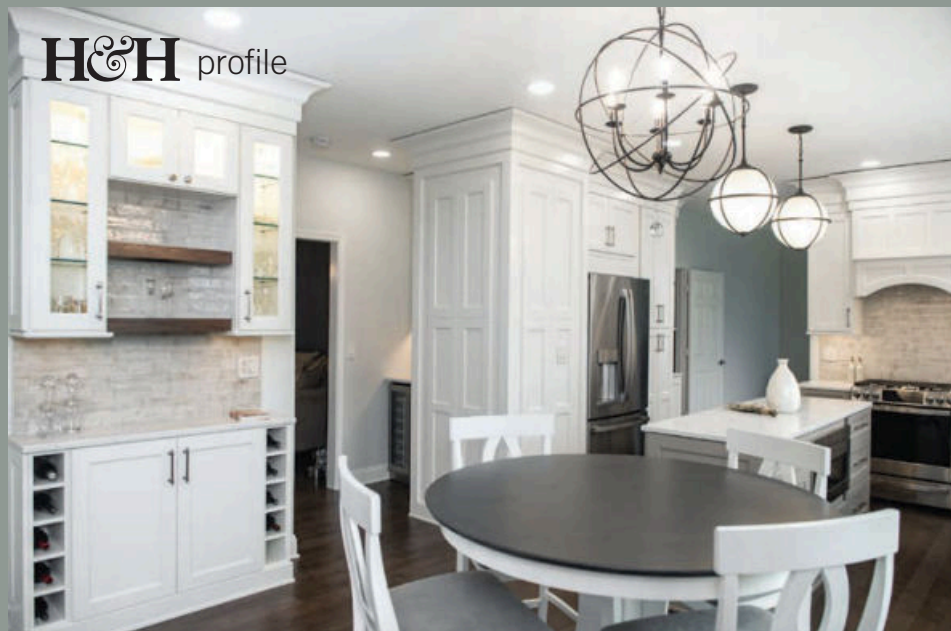


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As it marks its 55th anniversary, **Amiano & Son** continues to set a high bar for quality craftsmanship and unparalleled customer service. *by Peter Proko*

Hard work, dedication and top-notch service are the kind of traits any homeowner would want from a contractor they are entrusting with helping turn their visions into a reality. And one company whose name has long been synonymous with those attributes is Amiano & Son, a highly skilled specialty design-build remodeling firm that consistently exceeds not only client expectations, but also their own.

A family-run business now in its third generation, Amiano & Son has been using a people-first philosophy with both its staff and clientele since 1968 when the company was founded on the strength of Louis Amiano Sr.'s masonry. Since 2009, Louis Amiano Jr. has been at the helm of the business, and the company's services have expanded to include home additions, full-home remodels, kitchen and bathroom renovations, and outdoor-living concepts.

These days, Lou Jr. has the pleasure of working alongside his wife Wendy who handles marketing, as well as his daughter Sophia, a

project designer with a keen eye for aesthetics. Even nephew Joe Clymer is part of the talented team, serving as a sales manager.

That familial atmosphere has created quite the dynamic and has directly contributed to Amiano & Son's track record of success, according to Sophia.

"We are a very tight-knit company. Our core employees, like our project managers for instance, they've all been with us for over five years. The family aspect—my grandfather still comes into the office to hang out. It's just in his blood, he loves to come out and be in that work environment—makes everybody else very comfortable," she says.

Having such a devoted staff that shares the same core philosophies and understand the importance of always doing right by the client is also a big reason why the company has experienced such longevity in the crowded construction industry.

In fact, later this month Amiano & Son will mark its 55th year in business with a festive celebration at its Southampton showroom. The open-house-style event will take place from 11 a.m. to 3 p.m. and will feature a brand-new showroom display, other vendors, food and activities for the kids. And then from 3 to 6 p.m., the event transforms into a happy hour complete with its very own bartender.

Sophia credits the company's staying power to not only her father's strong belief of giving every project the attention to detail it deserves, but also the internal quality assurance approach that has allowed them to deliver stunning results time after time.

"As we have adapted over the years, the core of our design-build process remains structured and organized. Each project we take on,

whether it's a \$500,000 renovation or a \$35,000 hall bathroom, we treat it the same way in terms of the process so it doesn't skip a beat," says Sophia.

Once a project is completed, Sophia relishes the overriding satisfaction that comes with seeing a client's eyes light up when they see the final results.

"You want a client to be happy with the work you've done and the quality and effort you put forth into their renovation. And sometimes, they'll say something like, 'I can't wait to have Christmas here in my favorite gathering place.' That always hits home for me, because they're already planning on how they are going to enjoy their space that you were able to provide for them."

And Sophia, along with her cousin Joe, are excited to build upon that perfected process and help the company grow into the future. "Joe has been in the business for a little over 10 years and I've been in it for a little more than five years, and we want to evolve things because we are the young blood and we have passion for this business and we want to build off what our family built. Joe and I are very collaborative in that we see things from a different perspective, but we come together very well."

"Myself, I'm always testing the limits a little bit on different designs and thinking outside of the box. And my project manager Keith [Blose] is like my right-hand man. I'll have this crazy idea and he makes it happen," she adds.

It's just further evidence of the total team effort at Amiano & Son and how that has translated into more than five decades of going above and beyond for its clients.

"The team really upholds our reputation



and the quality work that my dad has instilled for years and years," says Sophia. "They are a great representation of the Amiano name, which is why I think what we have is so special." **H&H**

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When you need work done on your home—expected or not—you want to know that you can trust the contractor you’ve hired to get the job done well. After all, you’re not an expert on what’s involved in services like roofing, siding or windows and you don’t want to get taken advantage of as a result. Because of that, it’s important to choose a company that you can feel confident is reputable.

But how exactly do you know a company can be trusted?

One important factor in choosing the best contractor is longevity. Only a company that performs great work is going to be able to stick around for the long haul. That’s exactly the case with Emmons Roofing & Siding, a company that has been offering expert care for South Jersey and the Jersey Shore area since 1996. They are a well-known name in the region—and for good reason. Their success was built upon a reputation of honesty, integrity and good work.

In fact, the company is an Owens Corning™ Platinum Preferred Contractor. That’s not a designation that any old company can have. Platinum Preferred Contractors are in the top tier of a premier network of roofing professionals. In order to achieve this title, they must have passed a work-

manship inspection, been professionally screened for financial stability and customer service, and continue to adhere to stringent guidelines set forth by Owens Corning. Fewer than 1% of roofing contractors in the United States are Owens Corning Platinum Preferred.

“It’s a title that backs up our already strong reputation,” says Stephanie Kelly, co-owner of the company along with her husband Matthew. “Only the most reputable companies are able to earn that designation.”

Besides being able to feel confident that you’ve hired a contractor you can trust, this designation benefits homeowners in a more tangible way as well. That’s because Platinum Preferred Contractors are able to offer 50-year warranties on their work—much longer than other companies can offer. According to Owens Corning’s website, “because we stand behind these warranties, we need to make sure that we are backing up the best roofers in the business.”

AN INSIDE LOOK

And while Emmons are trusted experts you can count on for your exterior projects, their skilled interior remodeling team has also built up a solid reputation thanks to its more than 30 years of experience providing fine craftsmanship and exceptional

customer service.

In fact, the family-owned company has grown, as several talented remodeling industry professionals have recently joined Emmons to help serve its more than 6,000 existing customers.

And Emmons’ interior expertise is not limited to kitchens and bathrooms, as they also provide full-service remodeling and construction services for additions, interior renovations, porches, decks, windows, doors and basement finishing. The design team works with clients as a trusted advisor to help them make the right decisions on products, materials, colors and selections using a proprietary Curated Design Concept, which is an industry first. It’s an easy way to quickly get a custom-designed project without the heavy cost of a design-build process.

It’s all part of the company’s desire to make remodeling one’s home easy and affordable with exceptional financing programs and realistic pricing. The high level of expertise that Emmons brings to each and every project is backed by a 5-year warranty and a lifetime service guarantee, further illustrating why they continue to be leaders in the field.

CHOOSING WISELY

At the end of the day, your choice in finding the right contractor can be the difference between good, quality work and a big headache. Kelly says that the last thing Emmons wants to see is people in their local community get taken advantage of by unscrupulous roofing, siding and window contractors.

“You should be able to feel confident that you’ve chosen a contractor that you can trust—not one that is going to leave you with problems to fix after they’ve gone,” she says. “At Emmons, you are not only investing in a new roof, new siding or new windows—you’re investing in peace of mind.” **H&H**

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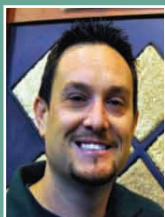
ask the expert
by Amy Kodrich

Matteo Family Kitchens & Flooring

SINCE OPENING IN 1995, MATTEO FAMILY KITCHENS & FLOORING HAS EXPANDED FROM SPECIALIZING IN KITCHENS, TO ALL THINGS FLOORING, BATHROOMS AND COUNTERTOPS. As a family-owned business, focusing on clients' needs is top priority.

"Our business model is for each designer to measure and design their client's space directly. We feel this creates a bond and allows our designer to get to know you better," says Steve Matteo, co-owner and store manager.

With new trends emerging, it can be difficult for homeowners to determine exactly what fits their living atmosphere. Kitchens and baths are two of the most popular rooms to remodel and *House and Home* spoke with Matteo to determine what direction customers should take when renovating.



Steve Matteo,
co-owner and
store manager

WHAT ARE SOME OF THE MORE POPULAR NEW ADDITIONS CLIENTS WANT WHEN REDESIGNING OR RENOVATING THEIR KITCHENS?

Farm sinks are still the build around item we are using in the majority of our designs. What's nice about a farm sink is that it doesn't have to

make your kitchen a "farmhouse" kitchen; we use them in all colors and styles of cabinets and with various countertop materials. Farm sinks can be stylish and functional.

WHAT ABOUT MASTER BATH REMODELING, WHAT KIND OF TRENDS ARE YOU SEEING THERE?

Bathrooms have been the majority of what I have worked on this past year. Larger walk-in showers are more useful in most lives rather than a large soaking tub from the past. We are still using tubs in our designs, but more of the free-standing style tub which opens up the space to a more versatile shower design. Showers with niches and lights inside give you better storage and functionality.

WITH SO MANY DIFFERENT OPTIONS OF FLOORING AVAILABLE, HOW CAN A HOMEOWNER DECIDE WHICH IS THE BEST FIT FOR THEM?

When it comes to flooring, we like to know how you live in the house, because not every floor is for everyone. Hardwoods add value and a natural look to your house but require maintenance that not everyone wants to deal with. Laminate floors have taken a beating due to the way they used to separate and swell with water along with the cheaper market pushing these products and them not holding up. Laminates have made a full turn in quality and durability for the active family. Vinyl plank has been the overwhelming choice for a floor for our clients, the styling and durability along with ease of install make it a great do it yourself product. We really try to ask all the questions to find out which floor might be best for you and your family. Many times people come in with expectations to get a certain floor and after we find out their lifestyle we put them into something better suited for them.

WHETHER YOU'RE LOOKING TO POTENTIALLY SELL YOUR HOUSE OR JUST UPGRADE THE LOOK AND FEEL OF YOUR HOME, HOW MUCH CAN A NEWLY REMODELED KITCHEN OR MASTER BATH HELP BOOST A HOME'S VALUE?

Kitchens and baths are a huge difference maker in selling a home. People want to turnkey houses where they are ready to move in without the stress of purchasing a home and then finding a contractor to work with for a remodel. Kitchens and bathrooms will return upward of 80% of the cost of the remodel and in today's housing market it's producing over 100% of the cost.

KEEPING THE CURRENT TRENDS IN MIND WITH KITCHENS AND BATHS, WHAT ARE YOU ANTICIPATING WILL BECOME THE NEXT HOT ITEM OR MUST-HAVE FEATURES IN THE NEAR FUTURE?

Whatever HGTV wants to promote will be the next BIG item! Shaker cabinets, farm sinks, subway tile and quartz countertops are what we have been selling for the last few years directly due to the way they are promoted on all the TV home remodeling shows. I don't see these trends changing anytime soon, other than small color adjustments as we navigate the white/gray world and incorporate blues and other tones into it. **H&H**





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At Sequoia Out Back, customers can find endless inspiration for their outdoor dreams.



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 to 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



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.

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, with so many people coming through the doors, now is the time to start planning for the spring while inventory is still available.

After all, before you know it, the weather will be consistently warm, and we'll all be spending even more time outdoors. Homeowners want to make sure their space is ready now!

"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."

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 con-

tinue to offer innovative products.

Whether you're a do-it-yourselfer or someone who was sent by their contractor to look for 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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Grilling Greatness

by Kristen Jorgensen

THE TRENDS WITH GRILLS, OUTDOOR KITCHENS AND MORE to help make this summer one to remember.

With the spring season well underway, the thoughts of summer are quickly approaching. The 21st day of June marks the solstice, and the official start of the summer season made up of meetings, conviviality, dinners and outdoor gatherings. This is when the outdoor environment becomes the protagonist, and outdoor kitchens and grilling take center stage. Outdoor kitchens are also accentuated by all the exterior hardscape designers and seasonally geared companies who are kicking off all new projects for outdoor spaces.

So what are the trends for the coming summer months? We talked with a few professionals in the industry to see just what exactly is trending for this season and how any homeowner can reach their level of “grilling greatness” this summer.

“Outdoor kitchens and grilling at home have been extremely popular in the past few years, especially since COVID, as people are spending more time in their homes and properties. They’re excited to make improvements to entertaining family and friends and use these new spaces year-round. These improvements also add value to homes and property,” explains Natalie Weeks Rossitto of M.C. Weeks, Inc. Window Fashions & Outdoor Kitchens.

In fact, owning an outdoor kitchen is still trending in all the major search engines and

it is at the top of everyone’s wish list this season. The evolution of outdoor entertainment spaces has been building momentum for quite some time and doesn’t seem to be slowing down. Over the past couple of years, more homeowners than ever are eager to invest in luxury, innovation and unique design to create cutting-edge outdoor kitchens, functional and beautiful dining spaces, and super comfortable lounge areas to gather with friends and family.

“One thing that I think every homeowner considering an outdoor kitchen should insist on including is some sort of seating around the kitchen area. Just like

the kitchen tends to be the heart of the inside of your home, where everyone tends to congregate, the outdoor kitchen can be the heart of your outdoor living space—a place for gathering and catching up on the day’s happenings,” explains Steve Compton Jr., owner of CKC Landscaping.

Innovations in outdoor appliances mean you can have a professional-grade cooking experience while still enjoying the sun shining overhead. Much more than stainless steel grills, smokers can also be built into outdoor counters and cabinets. “While most outdoor kitchens still center around a gas or charcoal grill, we are seeing more and more customers expand their grill islands into full outdoor kitchens. Typically the first add-on once moving beyond just a traditional grill island, is to incorporate an outdoor refrigerator—this allows for greater convenience whether entertaining or just enjoying some time outside with the family,” says Compton.

GREAT AT GRILLING

One of the quickest and easiest ways to turn your backyard into a culinary hotspot starts with getting the right grilling equipment. Of course, knowing how to get started is always a novice enthusiast’s biggest hurdle. Grills have been the most common staple in most backyards, but customers today are looking for more premier products and to add more amenities to their grilling arsenal.

“Cart grills are quite commonplace in most backyards, but having the counter space of an outdoor kitchen or just an island as well for entertaining and preparing meals is important too,” explains Weeks Rossitto. “When you’re tired of wheeling a rusty cart grill out of the garage each year and replacing parts before you can even use it, think of investing in something more substantial like the Coyote Outdoor grill. These grills are made of 304 stainless steel, so they will last longer and be useable when you’re ready to use them.”

Karen Stalker, general manager of Gas Works, adds, “We’ve seen a renewed interest in outdoor grill islands, this year in particular with the modular ones that can grow over time and the uniquely designed styles specifically for the client’s size area. When compared to a good quality stainless steel grill, the modular island is becoming more popular.”

Flattops and pellet grills are also enhancing the cooking experience beyond just burgers because you can cook vegetables, fish, sides and more—even eggs, pancakes for breakfast.



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Kristi Reading, managing partner of The Buxton Complex and certified "eggspert" when it comes to the Big Green Egg, one of the most recognized grilling companies in the country, further ignites the

Grilling Greatness

conversation. "Customers are always asking us what they need to get started, which is why we have different packages available, from the Tailgater Package to get you started

with burgers and dogs to the EggHead Package that includes the ConvEGGtor and Cast Iron Grid."

When investing in a Big Green Egg grilling device, you can have peace of mind that you are taking home the highest quality cooker for the past 40 years since it was patented and introduced to the public.

According to Reading, knowing where to go to obtain the right equipment and grilling accessories is an "eggcellent" start to grilling success. But she also explains that your grilling goals play a large part in the direction you might want to go when investing your time and money.

"We have found that no two customers are alike when it comes to the Big Green Egg. It all depends on what you will be cooking or smoking and the 'eggcessories' that you will need. Whether it be pizza wedges to turn the Big Green Egg into a brick oven pizza, rib racks to smoke the perfect barbecue ribs, vertical chicken roasters to cook that perfectly brined chicken, or the rotisserie to perfectly roast your favorite cut of meat, there is an 'eggcessory' for you."

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place, it's recommended to add a few personal touches. Invest in additional furniture like a sectional or lounge chairs for after-dinner socializing. Add a bubbling fountain or cozy fire pit to boost the ambiance and add to the overall experience. Finally, install some custom art panels or pieces and colorful planters to separate and define spaces.

With the increased time people are spending

says Weeks Rossitto.

As spending more time at home has become the new normal, outdoor living and entertaining are likely to continue.

These new outdoor kitchens add a new and enticing dimension to the home.

Planning the ultimate outdoor entertaining space for your home takes thoughtful consideration. But with so many options to choose from,



at home, the outdoor space will continue to be an important part of the home experience even past the summer season. "Just by simply adding a roof over an existing deck or an awning, you can make a true outdoor room and entertaining place to enjoy the outside for more than that just four or five months," adds Stalker.

"An outdoor kitchen can often be used year-round if they're designed right; also including patio and screen shades can help with this,"

it's easy to truly customize your outdoor areas to fit any and all of your needs. **H&H**



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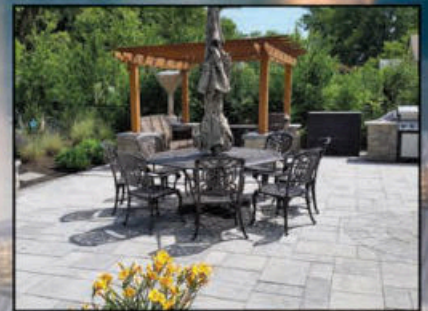
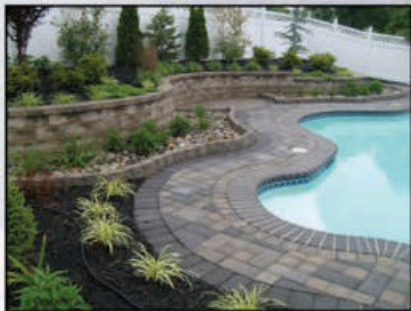
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Quality Carpets has partnered with Flooring America, giving customers the personal touch and community ties of a local company along with the vast flooring options, low pricing and unparalleled warranties of a successful national brand. *by Matt Cosentino*



Thirty years ago this past March, Mike Graff, with the support of his father Lew Graff, took the bold step of starting his own business as a young man just getting his feet wet in the flooring industry, and he has seen Quality Carpets evolve into a fixture in Glassboro and the surrounding communities in the ensuing decades. Not only has it become a trusted source for carpet and all types of hard-surface flooring for both residential and commercial customers, but it has made a commitment to giving back through proud sponsorship of youth athletic teams and as a supporter of area charities and police departments.

Rather than rest on those accomplishments, however, Mike and his team—which includes Lew, his father and business partner, and longtime manager Breah Dill—recently entered into a relationship that will take the business to another level. They have joined forces with Flooring America, a national brand with a stellar reputation and a network of locally owned stores across the country.

Quality Carpets' Flooring America is a flooring specialty store offering everything from carpet, area rugs and custom runners to classic hardwood, laminate, tile and the wildly popular luxury vinyl tile. It combines the personal touch and friendly service of a local, family-owned company with the buying power,

product availability and extended warranties of a large organization.

"It's a great partnership and we're blessed to be part of it," Mike says. "It's something that we feel is really going to be beneficial to our customers."

Mike has put his customers' needs first ever since starting Quality Carpets in 1992, in the same location it sits today on Delsea Drive. He had gotten introduced to the industry as a high school student, working on weekends and during summers for a local carpet store, and became an installer after graduation.

He founded the business with his father, and Dill joined shortly after, bringing her extensive design experience and product knowledge. Many of the same employees from the beginning are still at Quality Carpets, and the entire team has bought into the values of integrity and treating the customer with respect.

"When you deal with Quality Carpets, you deal with us from start to finish," Mike says. "We're not subcontracting out to a separate installation crew, which is what happens at some stores and relieves the store of any responsibility for the install. We stand behind our installation."

"The flooring trade is very personal: we're moving your furniture, we're moving your bed-ding, your kids are home while we're working. All of our employees are local residents who

grew up in the area, have ties to the community and treat your home like their own."

House & Home sat down with Mike to learn more about the partnership with Flooring America and how Quality Carpets can guide customers to the best flooring solution for their home or business.

Why did you become a Flooring America dealer?

The main reason is that we get better buying power and better pricing from the manufacturer, which we can pass on to the customer along with special financing. The second reason is that the warranties are much stronger, even better than that what the manufacturers offer. If the manufacturer offers a 20-year wear warranty, then Flooring America will give us a 30-year warranty. Flooring America also has a no-questions-asked warranty that is good for 120 days. If you don't like your carpet or other flooring for any reason at all, they will replace it free of charge, material and labor. Another reason is product availability. So many people are having issues with back-ordering and materials not being available, but Flooring America has the largest inventory in the country for flooring products.

What can customers expect when visiting your showroom?

Our friendly, knowledgeable staff is here seven days a week to show customers around our 12,000-square-foot showroom. Here they will find floor-to-ceiling displays showing full-sized samples of all the latest flooring trends. Knowing it can be an overwhelming process for some, we will find the flooring that best fits their needs by asking about their home lifestyle, household size, if they have kids or pets, and their budget for the project. We can even show them pictures of different jobs we've done over the years for some ideas. Once they have it narrowed down to a few awesome choices, they are welcome to take the samples home and even use our room visualizer to get an actual picture of the flooring in their room.

Are there certain trends in the industry you can tell us about?

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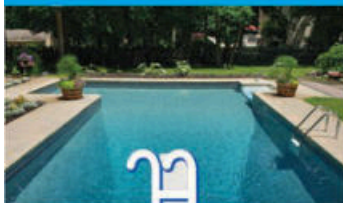
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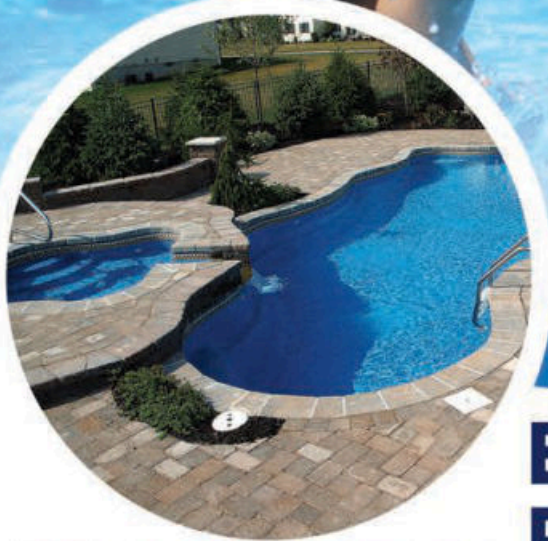
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