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*What homeowners should know
before choosing a contractor* page 33

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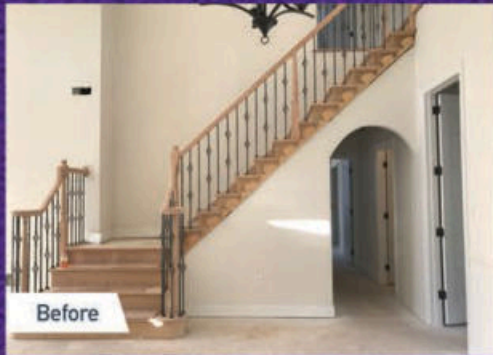
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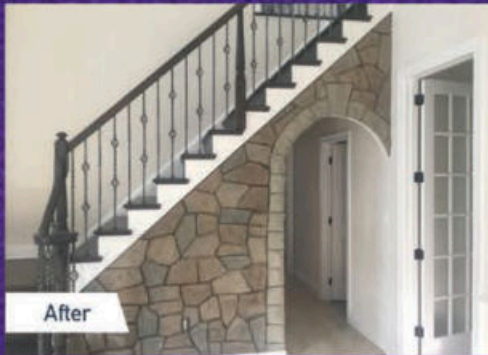
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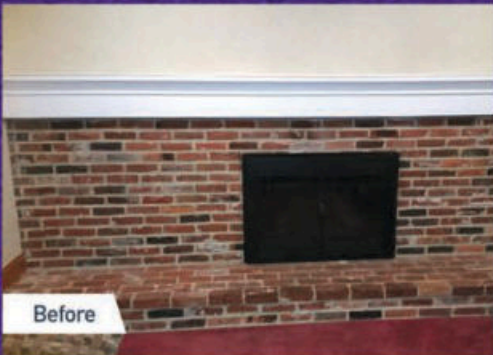
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contents



22

11 Best of House & Home 2019

We recognize the best home improvement professionals, products and services in your local area as voted by readers

14 Best of House & Home Winner Spotlights

A closer look at our winners and why they are so passionate about their work

20 Best of House & Home Showcase Special Advertising Section

22 Unbelievable Basements

Industry professionals discuss their clients' amazing basement transformations that might give you some inspiration to start a project on your space

33 Ask the Expert

Brindisi Builders



34

34 Beautiful on the Inside

With less time spent outdoors and the holidays approaching, now is a great time to give your home's interior a makeover



On the cover:

House & Home is happy to present our fifth annual Best of House & Home, featuring the companies and services that our readers voted on, recognizing their industry expertise, customer service values, quality craftsmanship and overall high-quality products. Turn to page 11 for the list of winners in dozens of categories, each equipped to help with your next home improvement task.

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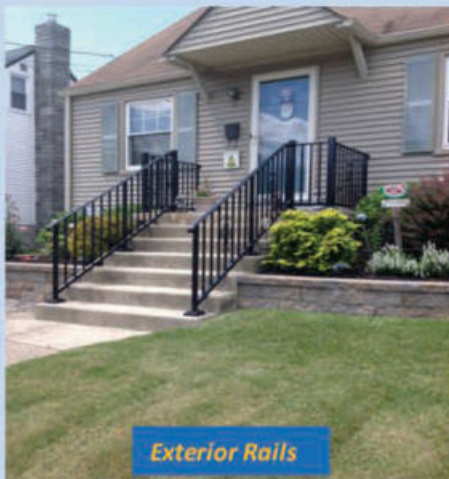


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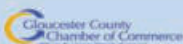
Exterior Rails



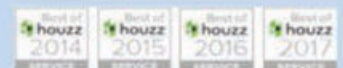
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We are excited to present our fifth annual Best of House & Home.

As voted by our readers, the following companies and professionals are being recognized for their quality products, expertise, top-notch customer service and reliability. We're also featuring a closer look at these companies in informative spotlights and showcases that shed some light on their dedication. For your next home project, **there is no one better than these winners.**





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Spring Dance Hot Tub
(856) 638-8000
SpringDanceHotTubs.com

TILE
All Marble and Granite and Tile Imports
(856) 354-4747
AllMarbleGranite.com

Filling Marble & Tile
(609) 593-3386
FillingMarble.com

TILE & GROUT CLEANING
Genesis Marble & Granite Refinishing
(609) 204-3179
GenesisMarbleAndGranite.com

Sir Grout
(732) 551-3992
SirGrout.com

TREE SERVICE
C.C. Tree Experts
(856) 858-1165
CCTreeExperts.com

WINDOWS & DOORS
Renewal by Andersen
(877) 779-1393
SmartWindowChoice.com

WINDOW TINTING
Eastern Solar Glass
(856) 767-3442
(800) 734-6527
EasternSolarGlass.com

Precision Glass Tint
(609) 801-9200
PrecisionGlassTintNJ.com

SJ Window Tinting
(856) 840-0900
SJWindowTinting.com

WINDOW TREATMENTS
Blinds Brothers, LLC
(610) 285-1022
BlindsBros.com

Designer Draperies & Innovations
(609) 702-1261
DesignerDraperies.net

WOOD MOLDING/ TRIMWORK
Home Trimwork
(215) 613-4100
HomeTrimwork.com

BEST of HOUSE & HOME in Fencing



How many years have you been in this industry?

Approximately 21 years.

What makes you the best in your industry while separating you from your competitors?

Integrity, our knowledge of the product and years of experience in the fence industry providing professional friendly customer service are all qualities that make us stand out.

How does it feel to be recognized among House & Home's Best of Winners?

In today's economy there are an abundant amount of fence contractors, so being selected amongst the best is a true honor and credit to the staff at American Discount Fence.

What do you find most rewarding about this industry?

Providing a service to the community that will improve the value of their home and a safe haven for their children and pets.

Are there any new products or services you are offering that you'd like our readers to know about?

The fence industry changes daily, offering new styles and materials such as wood grain and stucco look products to go along with different arbors and fence accents. The best way to stay in touch is through our website and social media activity.

John Digianivittorio and Chris Pisani
(856) 939-3022 | AmericanDiscountFence.com

BEST of HOUSE & HOME in Replacement Cushions



How many years have you been in business or in this industry?

We are approaching our 30th year in business!

What makes you the best in your industry while separating you from your competitors?

At The Foam Outlet we take the time to educate our customers on why their cushions failed in short order when our parents' furniture lasted for 25 to 30 years. Then the customer is able to try out three levels of foam firmness and have a side-by-side comparison to select the level that best suits them. We then custom cut our high-density replacement foam to the exact size and shape, then dacron wrap each cushion while they wait and give our customers a lifetime guarantee on each cushion.

How does it feel to be recognized among House & Home's Best of Winners?

It's very gratifying to be recognized by our customers. We love hearing from them whether they come back into our store as a return customer or when they take the time to share their five-star reviews, pictures and stories on Facebook, Yelp, Google, etc. It's amazing and we really appreciate it and them!

What do you find most rewarding about this industry?

What I find most rewarding is when we can tailor our customers' cushions to their special needs. For example, several of our customers are having trouble getting up from their couch, chair or love seat due to a knee, hip or back surgery. Our high-density foam replacement cushions solve this problem and allows our customers to enjoy their furniture again.



Jim Marr

The Foam Outlet
Pennsauken, N.J.
(856) 382-7145 | FoamOutlet.com

BEST of HOUSE&HOME in **Window Tinting**



How many years have you been in business or in this industry?
Eastern Solar Glass has been family owned and operated since 1980.

What makes you the best in your industry while separating yourself from your competitors?

Our vast knowledge of window film products, our dedication to our clients and our integrity in the industry are unsurpassed. We provide our clients with outstanding customer service which continues long after a project is completed.

What keeps you motivated every day to do the work you do?

Educating our clients on the advantages of installing window film in their homes and businesses and the many options available. We also give our clients peace of mind knowing that our window film products offer security, energy conservation, UV protection as well as improve the comfort and appearance of homes and businesses.

What do you find most rewarding about this industry?

Knowing that our products keep schools safer, protect people and lessen the impact of our world's energy burdens for future generations to come.

Are there any new products or services you are offering that you'd like our readers to know about?

We offer a new 3M™ Thinsulate™ Climate Control film that keeps you cool in the summer and warm in the winter. Visit our website or call us today for more information.

Eastern Solar Glass
(856) 767-3442 | (800) 734-6527
www.EasternSolarGlass.com



BEST of HOUSE&HOME in **Remodeler/Builder**



Amiano & Son Design-Build
1637 Route 206,
Southampton, N.J.
(609) 268-5923
AmianoAndSon.com

What makes you the best in your industry while separating you from your competitors?

This year we feel like our new showroom is going to be what truly separates us moving forward. The new showroom, with more space for product displays and live product selections, compliments our process. Our design-heavy process created by Lou Amiano methodically leads homeowners through the overwhelming design process right down to the hardware that will go into the project. Our detailed design process helps to set our production team up for success. It also gives the homeowner a solid contract with pricing so there are no surprises or allowances to go over.

How does it feel to be recognized among House & Home's Best of Winners?

We feel accomplished. Lou and I have worked so hard to create unique processes for internal and external needs. When our clients recognize those efforts you gain a sense of accomplishment.

What keeps you motivated every day to do the work you do?

Our staff! We were once told we get too attached to our employees and need to step back from that. We never did. We are a small family-owned company. We are used to working together as a family unit and to be able to work that same way with our staff gives us the motivation we need to succeed for our "Team Amiano" as well as our clients. A lot of thought and hard work went into the new showroom. We partnered with our manufacturers and suppliers to bring a complete design experience to the public.

What do you find most rewarding about this industry?

The most rewarding thing is creating a finished product that is visually amazing and having the knowledge that people will go into that space and enjoy a new beginning in their home together.

BEST of HOUSE & HOME in Clock Repair and Service



How many years have you been in business or in this industry?

Antiques and Clocks Repair and Service has been family owned and operated for 31 years. My wife and I opened our business in the late 1980s as a small antique and clock store located in Cinnaminson. As time went on and our family grew, we decided to work from our home in Moorestown, which enabled us to fix clocks and also spend more time with our family.

What makes you the best in your industry while separating you from your competitors?

We always put the needs of our customers first. Clock repair means trust. Many families have a clock that is special to them and their families. Many clocks have been passed down from generation to generation. Our customers are usually pleased with the level of detail and attention to their heirlooms that we take pride in giving them. We care about their story. Many of the clocks we work on are antiques or older clocks and have been with a family member through their childhood and even at a grandparent's home, and in many cases, even longer than that. They know when we fix their clock it is done correctly and



David & Lisa Fisher

Antiques and Clocks Repair and Service

Moorestown, N.J. | (856) 786-3444

antiquesandclocks1@gmail.com

by a master clockmaker. We also offer a guarantee on the work that we do, even on antique clocks & museum clocks.

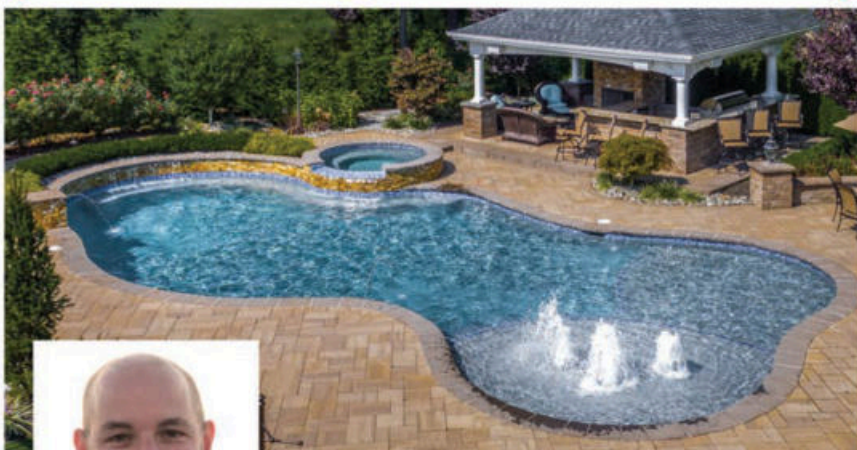
How does it feel to be recognized among House & Home's Best of Winners?

We feel honored to be recognized by a magazine that has a great reputation within the home improvement industry & to be voted by the readers as Best of House & Home for the 2nd year in a row. After many years of hard work and customer satisfaction, it makes us even more motivated to continue our work.

What keeps you motivated every day to do the work you do?

Seeing how happy people are when we return their clock gives us pleasure. Many of the clocks we get haven't run in years. It is always great to know that the way we make our living also brings joy to others.

BEST of HOUSE & HOME in Pool Design/Installation



Swim-Mor Pools & Spas

920 Lake Drive
Mount Ephraim
(856) 270-6571

331 Tilton Road
Northfield
(609) 755-3046

514 Route 33, Unit 4
Millstone Township
(732) 422-5314
SwimMor.com

What makes you the best in your industry while separating you from your competitors?

The short version is being family owned and operated with 51 years of specializing in building and renovating only gunite pools. Our construction team is made up of our own in-house crews, and by not having to sub-out the work Swim-Mor is able to control not only the quality of the job but the people who are at your home. Swim-Mor's in-house service department supports our customers and their pools by focusing on only our own pools' warranty and non-warranty work.

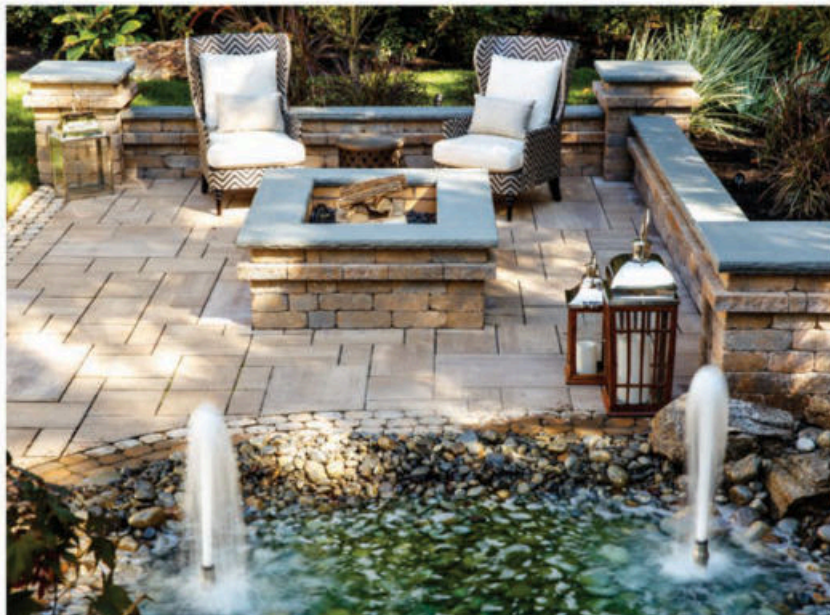
How does it feel to be recognized among House & Home's Best of Winners?

The Swim-Mor team puts in a lot of hard work and long days into a grueling and demanding seasonal business with the goal of building a gorgeous, high-quality pool that our customers love and enjoy. It is extremely gratifying and heartwarming to know that those goals are not only being accomplished but that we are recognized among the best of the best for what we do.

What do you find most rewarding about this industry?

What I find most rewarding about the pool industry is through all the work dealing with townships and inspections, construction outside in the dirt and mud, with rainy days, hot days, and even snowy days, meeting deadlines and holidays, at the end when it is finished and you receive a picture back from a homeowner weeks later of their family enjoying the pool together with a thank you.

BEST of HOUSE&HOME in **Landscape Design**



How many years have you been in business or in this industry?

We are celebrating 31 years in business this year.

What makes you the best in your industry while separating you from your competitors?

Our mission of total customer satisfaction is the cornerstone upon which the company was founded in 1988. Recognizing that each client's job is unique, we strive to maintain the sensitivity and flexibility to fulfill these needs. Design, creativity, quality and personal service distinguishes us from other firms in our ability to handle projects.

What keeps you motivated every day to do the work you do?

Seeing the end product/project and our client's satisfaction is the best feeling. Landscaping/hardscaping is one of the biggest investments you can make to your home on the outside and we love being able to add the curb appeal that the homeowner is looking for.

What do you find most rewarding about this industry?

Having a happy client is the best feeling. From beginning to end we are engaged with the client directly. Unlike other companies, we don't subcontract any work, so from start to finish your project is done 100 percent through Gill's Landscaping.



Brian Gill, Owner
(856) 223-9770
GillsLandscaping.com

BEST of HOUSE&HOME in **Kitchen Design**



What makes you the best while separating you from your competitors?

We are family owned and built our business by not being the "salesman" but rather the confidant you trust in guiding you through a process of remodeling your home, your safe place. We take extreme pride in offering quality affordable products that will increase the quality of life and value of your home. We treat every home as if it were our own.

How does it feel to be recognized among House & Home's Best of Winners?

We are humbled by the people we meet every day in this business. We work extremely hard to make all their dreams come true and to be honored with this gives us the feeling of doing it right. Without the referrals from the friends/clients we have worked with we would not be here.

What keeps you motivated every day to do the work you do?

If you are not motivated at your job, the job gets stale and goes away. We have an amazing staff to work with every day, we have the best contractor base you could wish for and customers that send their friends and family in to see us! We are motivated to keep everyone working, keep our customers happy and keep our family name a positive one in our community. We get to design and sell the most beautiful products and take a person's home that they raised their family in and change it to be so much more than a kitchen or bath; we get to make it a place of relaxation and peace in these stressful times.



Steven Matteo, Owner
(856) 769-2490
MatteoKitchens.com

BEST of HOUSE&HOME in **Pool Renovation, Repair & Services**



How many years have you been in business or in this industry?

23 years

What makes you the best in your industry while separating you from your competitors?

We are a family business & we always put the customer first.

How does it feel to be recognized among House & Home's Best of Winners?

House & Home magazine has a great reputation & we are glad to be part of them.

What keeps you motivated every day to do the work you do?

The challenge and working with the customers are very rewarding.

What do you find most rewarding about this industry?

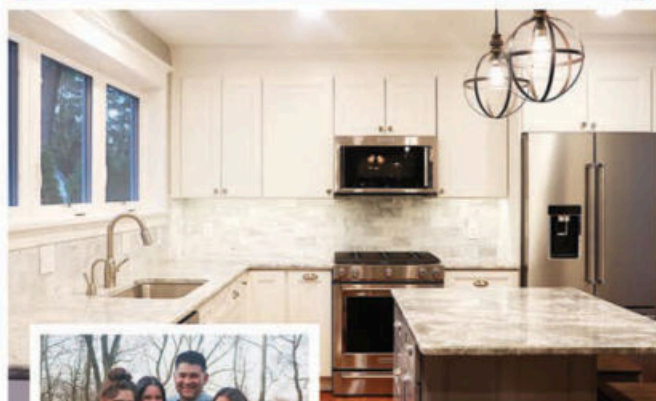
To create a new project or backyard dream for customers.



Bryan Hull

Del Val Pools & Spas
856-629-2999
Delvalpoolsandspas.com

BEST of HOUSE&HOME in **Existing Home Remodelers**



Brian Iwano,
Owner and Founder
(609) 240-3231
ExperienceBlueTree.com

How many years have you been in business or in this industry?

13

What makes you the best in your industry while separating you from your competitors?

It sounds pretty basic, but we really just focus on the customer. From the initial consultation all the way through to the end of the project we listen to the customer, communicate with them as much as possible, care for them and their home and we get to know them so that we can give them relevant honest feedback about decisions we need along the way. We've found that producing the product takes what it takes, but the overall experience is really what's most important and what sets us apart.

How does it feel to be recognized among House & Home's Best of Winners?

It was a complete surprise actually. When the call came in to congratulate me I asked, "For what?" Honestly, we've been so busy I didn't even know that nominations and voting was going on. Of course, I notice who wins these awards but never thought we'd be recognized publicly in this way. It's pretty cool that enough of our customers think highly enough of us to write us in as their choice. We just go out there every day and give it our best without ever thinking about stuff like this.

What do you find most rewarding about this industry?

It's all about building gathering spaces for families and communities. There's really not much more rewarding than making someone's home.

Are there any new products or services you are offering that you'd like our readers to know about?

We've launched a new company this year, Blue Tree Homes, to do just that. It's a comprehensive solution for people to buy, sell or renovate their homes. We specialize in helping buyers find a home and make it their own.

of the **BEST** Spotlight

BEST of HOUSE&HOME in **Sheds & Outdoor Structures**



How many years have you been in business or in this industry?

BarnCo Woodworks LLC has been in retail since 2001. We have been in the woodworking business since 1988 in the heart of Lancaster County, Pa. We handcraft each piece to bring you the old heritage value.

What makes you the best in your industry while separating you from your competitors?

We offer quality and friendliness with hassle-free service from pouring the shed foundation to the installation. We pride ourselves on customer satisfaction and we are registered with the Better Business Bureau.

How does it feel to be recognized among House & Home's Best of winners?

We feel humble and unworthy to have such a nice and friendly customer base. They took the time to vote for Barnco Woodworks to be the Best of winner.

What keeps you motivated every day to do the work you do?

Our great customers are our motivation. Each day we come in and I wonder who the next person will be that we can make his/her day by supplying what they need.



Sam King, Leroy Stoltzfus
BarnCo Woodworks, LLC
(856) 767-6887, (856) 241-7660
BarncoAmishBuilders.com
BarncoSwedesboro.com



Pavilion

We have many sizes, styles, and types of pavilions and gazebos perfect for your shadeless backyard or poolside.

Patio Furniture

Our quality poly patio furniture is made with recycled plastic, available in 20+ colors and backed by a 20 year manufacture guarantee.



Sheds

A custom-built potting shed or many styles of storage sheds and poolhouses.



At **BarnCo Woodworks** our customers are our friends. We've been building custom sheds, garages, gazebos, swingsets and more for over 23 years. Our products are proudly built by Amish craftsmen with a reputation for quality.



Two Locations:

2199 U.S. Rt. 322
Swedesboro, N.J.
(856) 241-7660
(717) 951-3883
BarncoSwedesboro.com
Open Fri., Sat., Mon.
10-4 pm

Berlin Farmer's Market
Berlin, N.J.
(856) 767-6887
(856) 753-8900
BarncoAmishBuilders.com
Open Thurs., Fri., Sat.
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SHOWCASE:

Swim-Mor Pools & Spas

new pools



Put some tropical escape back into your suburban sprawl. This perfect oasis is no mirage but the ideal transformation of your yard to the spot where everyone gathers to enjoy.



renovations

Give your old pool a new look with the latest features, functions and materials. Add the hydrotherapy spa that you always wanted or simply replace the worn plaster, tile and coping, a full range of options is available.

stylish spas



Stun your neighbors and attain a level of sophistication that you have always dreamed of. Your yard is now ready for everything from cocktail parties to barbecues and birthdays.

Swim-Mor Pools & Spas

is a family-owned and -operated business started in 1967 that proudly carries on a tradition of quality in our products. We have an experienced staff that utilizes some of the latest technology to bring to you. Visit or contact one of our three convenient locations for a consultation about building your ideal pool.



Swim-Mor Pools & Spas | Mt. Ephraim, NJ | Northfield, NJ | Millstone Twp., NJ | (800) 794-6667 | SwimMor.com

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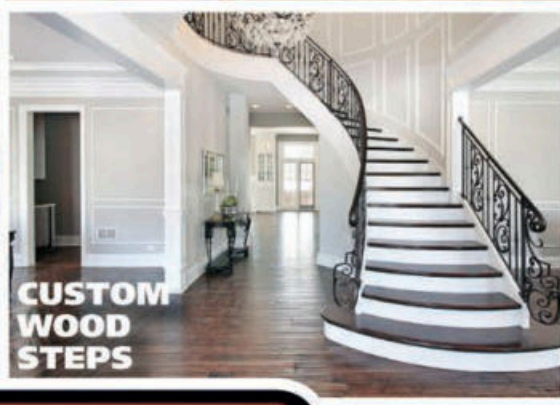
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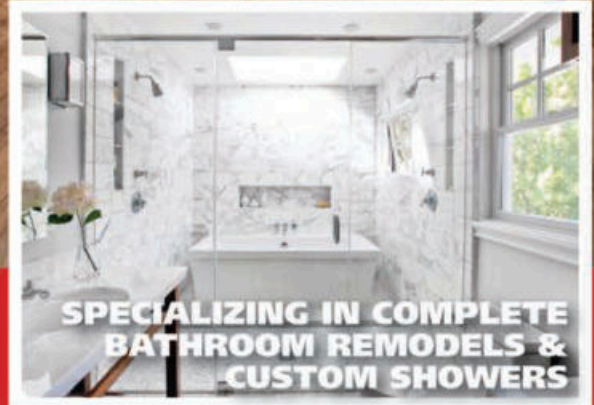
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UNBELIE



Industry professionals discuss their clients' amazing basement transformations that might give you some inspiration to start a project on your space.

AVAILABLE basements

BY JULIE
SHANNON

KITCHENS ARE KNOWN TO BE THE HEART OF THE HOME AND BRING FAMILIES TOGETHER, but a finished basement is the ideal place to gather family and friends to watch the big game, have movie nights and be the ultimate hangout space away from the main living areas in the home. It's also the area where you truly make this space extra creative and personal, having the ability to create a certain theme that ties into every piece of furniture and fixture throughout the basement.

Having this large space also gives you the options to add a full bathroom or even an extra bedroom, making it a complete living area where it's easier to have company stay over.

The industry professionals we spoke with went into detail about their clients' incredible basement transformations that not only are aesthetically pleasing to the eye, but fixed problems such as leaks and mold residue, and the final results are more practical for each homeowner.

NATURALLY NAUTICAL

"This is a 1930s house and the basement had been finished in the '70s and was poorly done. There were choppy rooms and it had a side entry, along with poor lighting and an old bathroom. They had an oil tank and we did a conversion to natural gas by pulling gas from the street.

"For this transformation, the owners had this idea of a nautical theme because they had family members in the Navy, so we wanted to home in on that specific theme, which was really cool. The thought behind this is, if you're going to spend money, make it personal and be creative. All of our collective thoughts came up with the best ideas. We bought a floating boat off Craigslist

UNBELIEVABLE basements



BEFORE



Courtesy Harth Builders

AFTER

and made a bar out of it. There are glass fixtures above the sink that are like jellyfish, we wrapped a column in the basement with a nautical rope and the balusters are also done in the same rope.

"This is a three-unit family—a husband, wife and son. The father constantly watches the stock market because of his job, but he and his son wanted to be able to watch sports as well, so we installed dual televisions side-by-side so they can watch both at the same time.

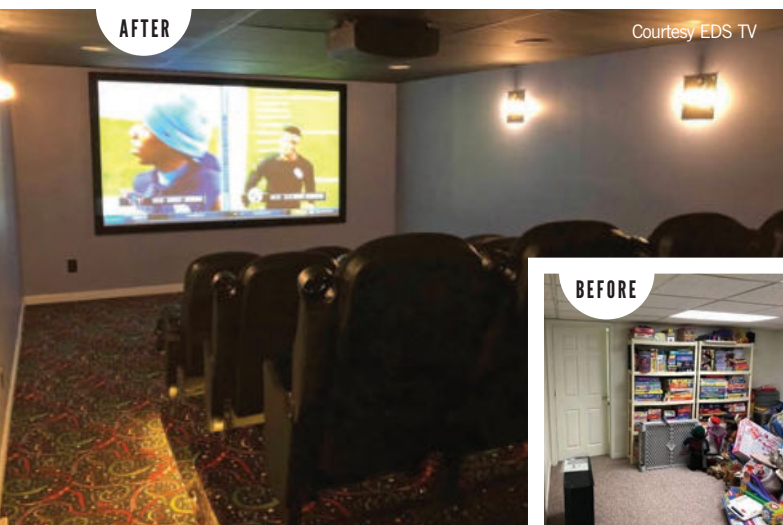
"It was an incredible project from a creativity standpoint and improved efficiency for the home. We relocated mechanicals of the home by going to natural gas and created space they didn't have previously."

*Greg Harth, owner
Harth Builders*

Spring House, Pa. | (215) 654-0364 | HarthBuilders.com

THE THEATER EXPERIENCE

"For this project, the homeowners wanted a theater in their basement. In order to do this, we had to move a wall and build risers to get to the appropriate seating heights so the person in front of you doesn't block your view. We put LED rope lighting on the tiers of the three levels of seating so no one trips on the risers. We installed a 120-inch acoustic transparent screen, a screen you'd find in movie theaters where the speakers are invisible



AFTER

Courtesy EDS TV

BEFORE



and the sound comes through the screen. We also installed a 4K Ultra HD projector and made equipment all automated through the Control4 system. This system gives homeowners complete access to operation and utilizes the ability to use Alexa and smartphones to control devices, including lighting. This minimizes frustration with multiple remotes and components. You can integrate a lighting scheme, you can set up speakers a certain way and start your DVD player with the command of one voice or button—that's automation. One command and it can shut everything down or turn everything on."

Jim Fossile, owner

EDS TV

Colmar, Pa. | (215) 997-4300 | EDS-TV.com

NO MORE LEAKS

"These homeowners had a sub-floor pressure relief system installed by another company that didn't do it correctly. The basement was leaking every time it rained and this company wouldn't follow up with the homeowners and wouldn't hold the warranty up. They ended up calling us to fix it.

"First, by taking out the system, we removed the concrete 16 inches from the wall all the way around the perimeter—285 linear feet. We also did lateral across the middle of the floor because the hydrostatic pressure was so bad. We dug to the bottom of the footer and removed the existing drain system that was incorrectly installed. We installed three, 4-inch perforated PVC pipes with a mud filter sock around it. We pitched 1-inch for every 10 feet toward different sub-containers we installed. Then we surrounded that with ¾-inch triple-washed clean stone, and then installed myriad drain and poured new concrete with the existing floor.

"With our completed job, these homeowners have no more leaks and a dry basement."

Matt Kropp, owner

Dry Tech Waterproofing Solutions

Eagleville, Pa. | (484) 927-4326 | DryTechCorp.com



Courtesy Dry Tech
Waterproofing Solutions

ENTERTAINING SPACE

"These homeowners have a good sized basement—well over 1,000 square feet—and wanted a complete basement renovation because they needed the space for entertaining family and friends, and having the additional bathroom was a bonus. They originally wanted a half bath, but the cost to go from a half to a full bath isn't that much more. They decided to go with the full bath and from what they told me, they've been using it when friends and family come over.

"The customers had a very nice home to begin with. They wanted the finishes to reflect the rest of the house so it didn't look like the basement was an afterthought, from the trim to the paint colors, doors, surface-mounted fixtures and lighting fixtures. We had a similar approach to the bathroom—matching up similar to what they had upstairs with nicer finishes. So when you come downstairs in a finer home into the basement, it has to mirror all

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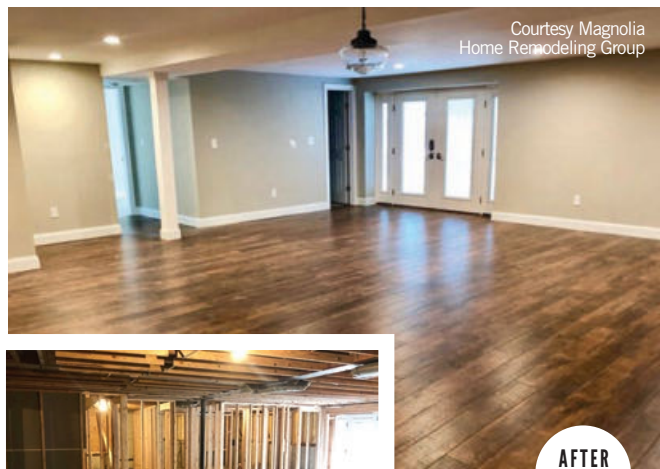
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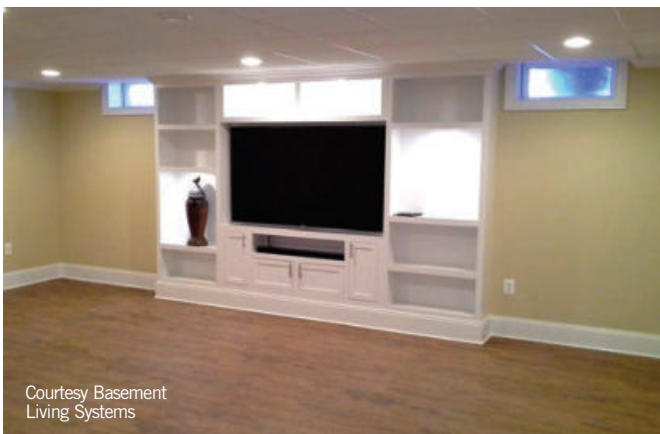
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“We worked on a large home—2,200 square feet—with a big basement. We installed a bedroom with an egress window, which is a window big enough for someone to escape, which is required in a bedroom in a finished basement. We also installed a full bar, a custom-built enter-

tainment center that was customized to the size of their television, LED lighting and a full bathroom that was also customized to their needs and looks like the master bathroom.

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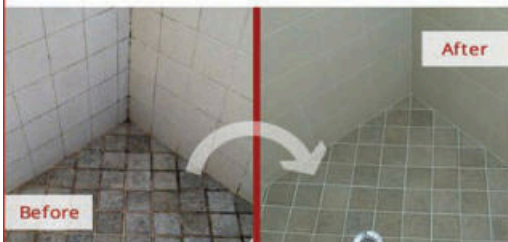


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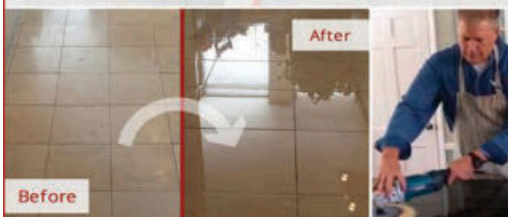
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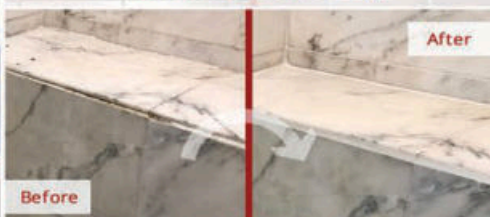
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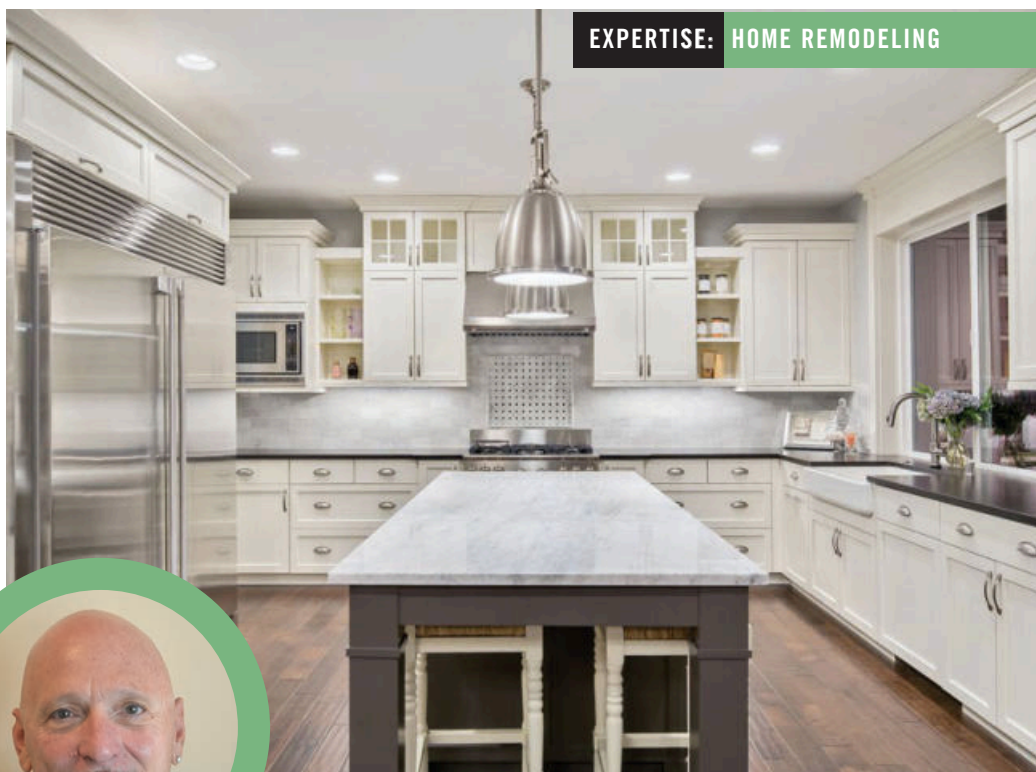
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For over 42 years, Brindisi Builders has been a trusted name for residential and commercial construction projects, including kitchen and bath remodels, additions and historical renovations. President Mike Brindisi takes pride in the company's workmanship, professionalism and ethics, and he especially understands the investment homeowners are making when approaching a home remodeling project. *House & Home* sat down with Brindisi to discuss some of the important steps and factors you should consider before embarking on a project. "The most important thing you can do during a project, other than write checks, is treat your remodeler well," he says. "The perfect clients are easy to get along with, honest and have an appreciation for what we do."

What factors should homeowners consider when researching potential contractors?

Finding good help is important. Hire remodelers who have more than three years of experience, membership in a builders' organization (such as the South Jersey Builders League), a good record with the Better Business Bureau and positive customer references. Most importantly, select a remodeler you trust. When evaluating remodelers, make sure you visit their current job sites. The best remodelers maintain clean and organized work sites, take precautionary measures to ensure safety and know how to keep a low profile in a neighborhood.



Mike Brindisi, president

What role does communication play in a successful project outcome?

If you choose to hire a professional contractor, communication and conveying your intent are essential. Photographs that you collect from magazines will help tremendously. Many homeowners forget that contractors will need an idea of exactly what result you'd like in your remodeling job. Don't rely on just your verbal explanation and their interpretation to get the results you are seeking. Remodelers can do some amazing things, but they can't read minds. Let the company supervisor or project lead person know if anything is unsatisfactory so they can deal with the issue. The contractor may not be aware that something is not OK with the client.

How can a homeowner help move the project along without getting in the way?

Before beginning any project, a homeowner should insist on a detailed contract. If you jump into a project with an ambiguous contract or no contract at all, you may as well hire an attorney and set a court date right away. The contract needs the right address, a start date, a completion date and a detail of what is and is not going to be done.

Making product selections early can prevent delays later. Proper planning can also help keep you on budget. When weighing out products (quality vs. price), keep in mind long-term maintenance, energy loss and repair expenses can add up quickly. Make sure to offset these calculations when comparing prices.

Once the project has started your daily routine will need to be adjusted. It can't get much worse than living without a kitchen for weeks on end. Minimize inconvenience by having your contractor set up a temporary area for a "pseudo" kitchen. If a refrigerator and microwave are set up, you can continue to make light meals at home.

How can I trust who will be in my home during the completion of the project?

We use a lead carpenter system where a staff member (sometimes called a foreman) is responsible for day-to-day work on-site, and often swings a hammer as well. The director of operations (Steve) can help with questions about who will be responsible for opening and locking up, who will supervise subcontractors on site and who to call on a daily basis with any questions. **H&H**

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Painting is definitely something people are looking to do at this time of year, and it's one of the most economical ways to make a huge change in a house.”

— CONNIE FARLEY,
BELLA HOME INTERIORS



Beautiful *on the* Inside

With less time spent outdoors and the holidays approaching, now is a great time to give your home's interior a makeover.

By Matt Cosentino

Although autumn is a wonderful opportunity to get outside and enjoy the cooler temperatures or the beautiful fall foliage, it is also a time of year when many homeowners are turning their attention toward their interiors. With more guests stopping over—whether it's friends for weekend football or relatives for the upcoming holidays—it only makes sense to give your home that much-needed update it has been clamoring for.

"This is our busy season because of two factors," says Laura Hawley, owner of AD Window Treatments. "People have gotten their children off to school, so they've come back into their house and they want to do some updates. And secondly, they also want to get things spruced up for the holidays."

"In the last few weeks, it's been one person after another coming into our showroom, trying to get ready for holiday parties and family gatherings," adds Natalie Weeks Rossitto, owner of M.C. Weeks, Inc. Window Fashions. "In addition to draperies and valances and the Hunter Douglas products, they're looking for custom furniture, upholstery, pillows, bedding—anything you can think of in fabric. They're hoping to add all of those things in time for the holidays."

From subtle gestures that won't break the bank to full-scale renovations, fall is a good time to make changes to your home's interior. *House & Home* spoke to local professionals in a range of specialties to find out some helpful tips and the trends to look for in the autumn months.

Keep it simple

When most people hear the word "makeover," the first image that comes to mind is a major project that involves knocking walls down or buying new furniture. But drastic changes are not always necessary to have a big impact.

"As far as updating a space, I always tell people—especially with the holidays approaching—that a good way to change the room is to add some accessories," says Ruth Taylor, an interior designer at Hendrixson's Furniture. "Fresh flowers and candles are always in style. You can add some color with pillows and throws, and that can actually cozy up the room with winter coming."

"Some people will just reupholster chairs that have an outdated fabric with a more modern fabric; that's a good way to update too. Some people will change out

Image courtesy of Hendrixson's Furniture



Image courtesy of Bella Home Interiors

Beautiful *on the* Inside

the lamps and lighting in the room because what they have is very traditional; so they'll do something more modern with lighting."

Although Amiano & Son Design-Build is known for kitchen and bath remodels as well as additions, design-build specialist Lucy Ward likes to offer advice on a smaller scale as well.

"As interior designers, we do that all the time in terms of helping people with subtle things or inexpensive things they can do," she says. "In the fall, it might be that you change up your accessories. You have things that look very summery all summer, like blues and greens and those sorts of things that have a much cooler palette to them. When fall rolls in, you want to go with fall colors like you see outside—the oranges, reds and golds. You can add very inexpensive things like pillows, candles and other types of accessories that have a fall theme. ... Area rugs can also add warmth to a room."

A fresh coat of paint is another easy way to add or change color in a room.

"Painting is definitely something people are looking to do at this time of year, and it's one of the most economical ways to make a huge change in a house," says Connie Farley of Bella Home Interiors. "It can freshen things up and make the whole design of your home change, depending on the color that you choose or go from. It can change it from traditional to transitional, or it can create more of a contemporary feel."

Shawn McLernon of Audubon Painting has seen requests for interior jobs take off this season.

"It's always good to refresh and change up the look, especially when you're looking at the same thing every day," he says. "It adds character to the home, and that's why we like to mix and match different color schemes, just to brighten up the homes we're working in."

While Farley calls anything in the greige family—a combination of gray and beige—the hot color of the moment, McLernon adds that repose gray is very popular.

"We use that all the time and

it's a nice neutral color," he says. "Recently, we've also been doing a lot of cooler colors. That's definitely been a trend for us. But what I've noticed is that some people will think a color looks awful, and the next house will have the same thing and think it looks great. It's really all personal preference, so we try to find out the preferences of our clients and figure out a design that works for their home."

Another option aside from paint is to change or add wallpaper to a room. Not to be confused with the old-fashioned offerings of years past, today's wallpaper contains stunning patterns and designs.

"We sell a lot of wallpaper and we find that a lot of people are into buying that at this time of the year," says Jere Bradwell of J Bradwells Home Kitchen & Design. "If you take an average room, like a dining room or a powder room, and you add great wallpaper to it, all of a sudden it goes from average to having a wow factor."

Whether you prefer paint or wallpaper, Bradwell suggests the finishing touch of artwork can make a huge difference. He also stresses that homeowners should not overlook lighting.

"It's like putting jewelry with a lady's beautiful dress," he says. "Lamps add ambient lighting, which makes the room so much more romantic and enjoyable, instead of having all the light coming from above."

Updating window treatments

Window treatments are often an underrated component of home décor. Many homeowners will often choose simple privacy blinds for their windows or leave them bare, but they are missing out on an easy way to add style.

"I look at window treatments as art on your walls," Farley says. "Just like adding a beautiful piece of artwork, you can put a beautiful window treatment, which has the same kind of impact but also allows you to address your lighting issues, sun glare or your heat issues by blocking the cold air



with draperies or shades. So you're taking care of that element as well as making the window look really nice."

Weeks Rossitto asserts that window treatments are so much more than just a privacy feature.

"They certainly add an element of ambiance to a room, and they can add color, softness, custom valances or drapery panels," she says. "Even if somebody already has blinds on the windows for privacy or security, we can add custom drapery panels on the side for color and softness, and you can coordinate that with other things in the room, like a matching throw pillow in the same fabric. Something simple like that to throw on your couch right before a holiday event makes it look like you hired an interior designer to come in and pull the whole room together."

For those who have not purchased window treatments in many years, Weeks Rossitto recommends visiting a showroom to get familiar with the modern styles, especially in terms of motorization, which continues to grow in popularity. Most window treatments can now be operated with a remote control or through a smart device.

"There's nothing more impressive than having your family over for the holidays and having everyone gather around the Christmas tree in your living room, and flipping a switch and having your beautiful window treatments move up and down," she says.

Hawley also encourages more people to embrace the technological possibilities with window treatments.

"Even though we have had electric windows in our cars for a

long time, it's taken a while for people to warm up to a motorized or mechanized window treatment," she says. "They think it's some kind of luxury or unnecessary. But we have clients who are aging in place who wouldn't be able to lift their window treatments without a remote control. Or some people have really big windows that nobody can reach. Plus, the cost of motorization has come down considerably, so it doesn't raise the budget too much."

Thinking bigger

Sometimes updating the space requires more than just a different paint color or new window treatments. If the budget allows and homeowners plan far enough ahead, a major project like a kitchen renovation might be possible in the fall before the holidays roll in.

"We have about seven kitchens right now that people are hoping to get done before the holidays," Bradwell says. "That is motivation at the end of summer if they're looking to have a beautiful kitchen before Thanksgiving. They'll get changes they always wanted, like a double oven or one of the amazing appliances available today."

"We're still seeing kitchens that are relatively light or white; that's a very popular thing. The other popular color in kitchens is blue. I've seen people do blue cabinets, a blue island or even blue appliances."

Many of Ward's clients are looking to transform rooms that don't get much use.

"People don't entertain the way they used to with a formal dining room," she says. "They like to mill about in the same space now

Image courtesy of Bella Home Interiors

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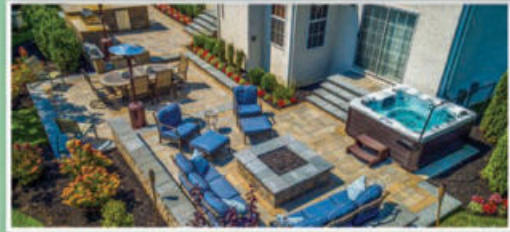
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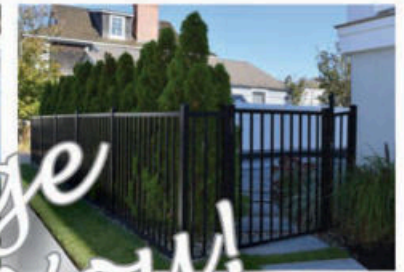
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Beautiful *on the* Inside

versus having assigned rooms. So they want to knock down a wall and incorporate what used to be a formal dining room into an open concept with the kitchen. You might add an eat-in bar or some other things to add interest to the space. We do a lot of that type of conversion.”

When looking to remake a central gathering spot, homeowners can benefit from the experience and expertise of a professional designer.

“A lot of times people can only see the space in the way they are currently using it,” Taylor says. “A lot of people have a hard time [updating the look on their own], especially with their great room or family room, because there’s the TV to worry about, usually a fireplace or focal point and the room is often open to the kitchen.

“Typically, the way I like to work is I will go out to the home, take a look at their space and then measure and photograph the space to get an idea of how they envision using it. At that point, we discuss what they’re going to keep and what they would like to replace. I’ll create a floor plan and make suggestions on what pieces they can add to update the room and fit their needs.”

Farley offers an inexpensive option in which she completely redesigns a given room using only what the resident already owns.

“We empty the room and make furniture rearrangements, bring in pieces from other rooms, bring in lamps from other rooms and rearrange the artwork,” she says. “It gives a whole new vibe and feel to that room, just by rearranging it or bringing new things in. When you’re living there, sometimes you can’t see how to rearrange it or change it with what you already have, because you’re so used to being there and you’re not thinking outside the box.”

If the client is looking for something new in terms of furniture, she can help them find something unique that won’t

necessarily be available at the national chain, like a wine table or one-of-a-kind book shelf.

In the end, whatever path a homeowner decides to go down, it is crucial to plan ahead.

“One of the things people need to do when they want to update for the holidays is to get with their consultant and make sure the timeline works out,” Hawley says. “We don’t live in the world of HGTV—sometimes we can accommodate a quick turnaround when it comes to certain products, but normally they need to plan in advance.” **H&H**



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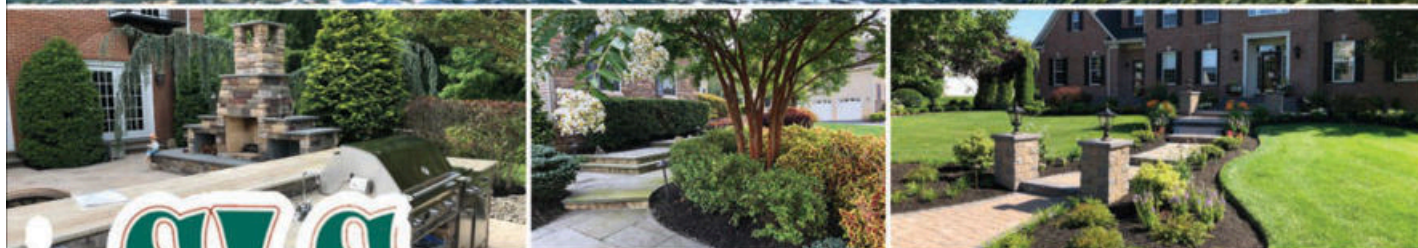
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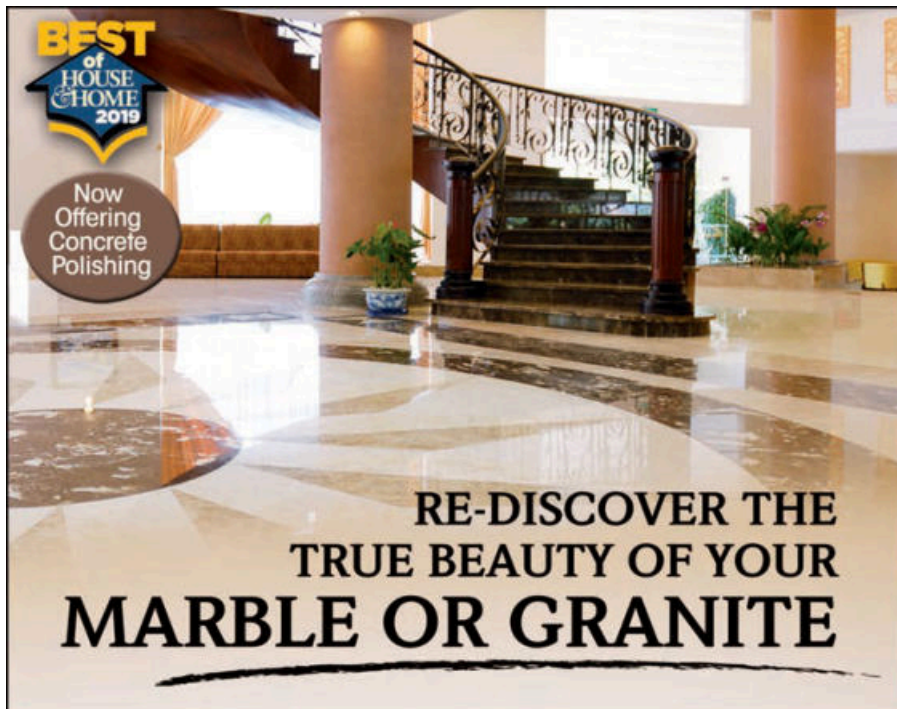
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