

RESIDENTIAL design+build

inspiring architects and custom builders

SEPTEMBER 2010

Compound design

*The structures on this rural
California farmstead-style
home are connected in
theory, not by wood and nails*

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The multiple structures on this farmstead are connected in theory, not by wood and nails

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Seek good design, not good publicity

Good design results when form and function are in balance. In his column this month on pg. 10, Luis Jauregui, AIA, argues that too often these days, function takes a back seat to form. This imbalance creates homes that look good splashed across the glossy pages of consumer magazines and on popular home design TV shows, but don't quite serve the needs of those who must live within them, he says.

When setting out to conquer a client's project, the goal must be to satisfy that client's needs, not to have the home featured in a magazine or on TV. The publicity should be a bonus, not the mission. At *Residential Design + Build* magazine, we're always looking for homes that stand out; homes that solve challenges and provide the functionality their owners desire, in styles that are varied so we're not always presenting you with basically the same home issue after issue.

Consider the home near San Francisco featured on the cover of this issue and designed by CCS Architecture. It's really more of a homestead than a home, because the owners wanted it that way. At least five structures, each with its own purpose, are spread out — disconnected physically, but joined in theory. The combination garage/activity room is a hundred or two feet away from the main home, to create a feeling of destination for those wanting to play a game of pool, rather than having it be a spur-of-the-moment afterthought. The entire compound of structures exists in a way that balances form and function.

Another example of form balancing with function is the home on pg. 24, constructed on what some city officials deemed "unbuildable." The team at Dominic Tringali Architects fig-

ured out ways not only to fit a home on this challenging lot with tight setbacks and limited access to natural light, but to create a home that can sell in this high-end community, that also is efficient and that sends daylight into almost every room of the home. It is another example of form in harmony with function.

We, too, at RD+B magazine believe in balancing form and function, which is why you'll notice some design changes in this issue. These little changes — or tweaks, really — are subtle yet important ways to bring balance to you, our audience.

These tweaks represent our way of working on our business, not only *in* it. It's too easy to put blinders on while plugging away *within* your business to get through tough times, without paying attention to if what you're doing still makes sense.

We're always looking for ways to improve, and so should you. Be proactive about improvement, not reactive, and be on the lookout for changes forced upon you as the economy improves, and don't cut corners. Now's the time to bring your form and function in balance. ■



Rob Heselbarth
By Rob Heselbarth, editor

GROUP PUBLISHER Tim Campbell
e-mail: tim.campbell@cygnusb2b.com

EDITOR Rob Heselbarth
e-mail: rob.heselbarth@cygnusb2b.com

SENIOR EDITOR Ken Betz
e-mail: ken.betz@cygnusb2b.com

MANAGING EDITOR Jon Minnick
e-mail: jon.minnick@cygnusb2b.com

CONTRIBUTING WRITERS
Dan Berman, Joe Dellanno, Rob Fanjoy, Elizabeth Gillette, Jay Grant, Luis Jauregui AIA, Chuck Ross, Harry Spaulding, John D. Wagner

ART DIRECTOR Tracy Hegg

PRODUCTION MGR. Steve Swick

CIRCULATION MGR. Dawn Gundlach

READER SERVICE MGR. Rich Hendricks

PRODUCTION SERVICES REP. Kathleen Weaver

ADMINISTRATIVE ASSISTANT Heidi Riedl



CEO John French

CFO Paul Bonaiuto

EVP DIGITAL Tom Kohn

HUMAN RESOURCES Ed Wood

VP MANUFACTURING Tom Martin

VP CUSTOM MARKETING Patrick Nadler

VP AUDIENCE DEVELOPMENT Julie Nachtigal

VP CORPORATE Elizabeth Pennell

CORPORATE INFORMATION
TECH DIRECTOR Eric Kammerzell

CYGNUS PUBLISHING

PRESIDENT, PUBLISHING Mike Martin

BRAND DIRECTOR Gloria Cosby

CORPORATE PRODUCTION DIRECTOR Brett Apold

CYGNUS EXPOSITIONS

SENIOR VP Julie Thompson

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Following is a collection of your opinions on various subjects taken from e-mail, the RD+B blog and our LinkedIn group.

FROM LINKEDIN.COM:

Sell more green, or sell more projects?

Interesting question you ask and this triggered some different thoughts for me. We just completed the design and construction of three LEED Gold-certified homes at the Pine Creek Reservation for the Notawaseppi Huron Band of the Potawatomi. The client asked us to provide them with LEED Silver with a budget of \$200,000 each. We were able to provide them LEED Gold for just under \$200,000 each but required a tremendous amount of product research. What I think I found in my research was this. Most every-

one is doing "green" because they feel it will make them more money. The amount of "green washing" in the market place is very disheartening and in some cases pushing the edge of being dishonest. In our marketplace, we find our clients are excited about going green but still unwilling to pay a lot extra to do so. Until our clients can see compelling results because of better performance, they won't be sold. We won't produce those results if all we do is blow smoke. I feel that the green movement may have started out with the proper motivation but now has moved to an economic motivation. We need to get back to where we want to "go green" for what "going green" does for us rather than how much it makes for us.

*Jim DeVries
Rivertown Homes by Design
rivertownhomesbydesign.com
Grandville, Mich.*

FROM LINKEDIN.COM:

Premanufactured custom home — oxymoron or good process?

I have been designing energy-efficient custom homes for 30-plus years, and I have found that once you understand the design criteria factory-built homes are based on, it is very easy to design custom homes for the factory. Following their criteria is no different than following the criteria of any other product, system or environment...like the site.

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out any issues. All you have to do is ask the factory. They deal with this issue all the time. In fact, this is one of the ways in which I determine which factory to use. I live in a factory-built house, and you can't tell the difference between it and any other house in the area...except my energy bills are far less.

*Joe Villeneuve
Concepts in Designs
conceptsindesigns.com
Plymouth, Mich.*

FROM THE RD+B BLOG:

Curb appeal or functionality of space

My clients care about both and so do I. To quote Henry Louis Sullivan, "Form follows function" and it is this philosophy that is the base from which all my designs are built

upon. Yes, I start on the inside but at the same time I already have a good idea of how I want the outside to look as well. Each has an effect on the other and good design requires that attention needs to be given to both.

The first and primary purpose of a home is to provide for the needs of its occupants which is why I start inside. Once I get a layout that deals with the needs of the interior spaces (eat, sleep, work, play, etc.), I move to the outside but it doesn't stop there. Good design is an evolutionary process so after working on the outside for awhile I go back inside to massage the interior spaces to create the desired effects to the exterior forms. I use the word massage because it is important that changes to the forms must not compromise the function of the interior spaces. The number of times I need to go back and forth between the two varies from project to project. The bottom line is that I'm not done until the inside meets the needs of its occupants and the outside is pleasing for them to look at.

I have a book in my reference library titled "American House Styles" by John Milnes Baker.

In this book he takes one basic conceptual floor plan and by making little adjustments to that plan he illustrates a multitude of different architectural styles (the exterior look). This is probably the best example of why I believe that there is no excuse not to have both. Anything less is simply poor design!

There is a third and very important factor to be considered in every design and it is called "affordability." For this reason I always include the contractor in the design process, this helps avoid producing a design that the client loves but can't afford.

*Mark Devine
mddesignhomes.com
San Francisco*

I would like to respond to your blog about curb appeal or functionality. I think developers and lumberyards these days care too much about the square footage inside and pay no attention to the detail outside. They don't think about window placement and size and how it will look from the outside. If it makes sense to

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put a window in a certain spot on the interior, who cares what the exterior looks like. This thinking has ultimately gotten us to the sea of ugly split-level homes that are everywhere. The only way to distinguish your home from your neighbors is color. I would like to think that there are people out there that are willing to stand up to these ugly houses and hire an architect to come up with something that really stands out and caters to each person's individuality. Be proud of where you live from the outside in!

*Lynda Pierce
designArc architecture + design
teamdesignarc.com
Brookings, S.D.*

FROM LINKEDIN.COM:

Life in a recession

Twenty-five years in the business and I feel like a start up again. But that is not all bad. I went from 20 employees to 3 and I am having fun again working directly with my

high-end clients. A simpler business model but it works and it is more profitable. My clients are happier because they get me and my experience. It's a winning combination. God Bless America and the land of opportunity.

*Tim Hensley
Hensley Custom Building Group
hensleyhomes.com
Cincinnati, Ohio*

I am a residential designer who has worked behind some one else's curtain for my entire career. Twenty years of experience and now practicing on my own. Not only dealing with the usual schedule but the learning curve of yes a start up can be daunting. Learning how to market and do things I've never had to worry about or just wasn't part of what I did over the years has definitely been a journey. Being a one man band makes time even more precious.

*Paul Setti Jr, Assoc. AIA, CSI
Paul Setti & Associates
psettidesigns.com
Charleston, S.C.*

OUR new normal found us taking on projects that would have been referred to other companies, and doing more in less time.

You've hit the nail on the head (and fewer carpenters to do even that). More work and less money. Our new normal found us taking on projects that would have been referred to other companies, doing more in less time, spending less than we'd like on items we once thought of as necessary (a new pc would be nice about now), and probably just working smarter. We've adapted and will be better for it long term, but much of the pain brought no gain.

*Bonnie Pickartz
Goshen Timber Frames
timberframemag.com
Franklin, N.C.*

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Where is good design? Is it coming?

Good architecture surfaces when form and function carry equal weight, creating harmonious design balance

Residential architects are being influenced by issues such as the green movement, the search for the new modernism, the globalization of architectural styles and the demand for trendy styles such as Old World and Tuscan designs, which dictate the aesthetics and functionality of today's homes.

Some residential trade publications are overly influenced by and clearly embrace specific niches of design, stratifying their focus on certain stylistic trends. We see very little evidence of design variety within the industry or in consumer home design magazines which hugely drive public demand.

Struggling with this general lack of good architecture to provide inspiration, publications fall back on the charms of good interior design. Advertisers do the same. Whether it's residential real estate or design services, the image conveyed most often is based on furnishing vignettes rather than great architectural lines.

Aesthetics and a functional plan constitute the same tried-and-true formula as form and function, which traditionally has defined good architecture. Currently, however, we seem to be in a mode where function follows form, and I feel that when one ingredient takes over, the result is mediocre design. Good architecture surfaces when these two elements are taken to their highest levels of expression and performance, therein creating harmonious design balance.

For some reason, the residential architectural industry continues to struggle. We're lacking the kind of yesteryear heroes such as the prolific architect Frank Lloyd Wright. In today's search for higher levels of design performance,

many architects and publishers are choosing to pursue the much overused "edgy design," searching for the next shock or new trend. But holistic good residential design continues to be elusive.



CURRENTLY, however, we seem to be in a mode where function follows form, and the result is mediocre design.

Despite this, I have high hopes. I feel that residential design is at its highest point in the past several decades. There is a new leadership within residential architecture that transcends generational or trendy groups. I feel that we are in the dawn of discovering new heroes and better products. Whereas in previous decades, architects often practiced residential design as a pastime in between their "more important" projects, today, architects of all ages and levels of experience are beginning to approach residential design as the main focus of their practices. It's in this way we are going to reach a higher level of architecture.

And as I've mentioned in past articles, the media and the public continue to be enamored of our trade more than ever, and this trend doesn't seem to be losing steam.

The custom home building business is a multi-billion dollar industry. Depending on locale, custom home values may range anywhere from \$500,000 to \$5 million. Currently, residential architects are getting a very small portion of this custom home pie. We should

strive to represent no less than two-thirds of this market, and we can make this happen by elevating the bar for good design. We then can create a demand for our services and command professional fees commensurate with our exper-

tise. And architectural fees as a percentage of construction costs in a multi-billion dollar industry represent a hefty amount of money to finance a movement.

A revolution is underway among residential architects and it's up to each of us to capitalize on the movement. It all starts with good design. Residential architects as a professional community must commit to producing high-quality custom home design and construction drawings. We must take the leap of faith and believe that we can create a more positive reality for our industry. If God is truly in the details then good architecture lies in design development. ■

LUIS JAUREGUI, AIA, has been a member of the local and national chapters of the American Institute of Architects for more than 20 years. He is an active leader within the Homebuilders Association of Austin, Texas, serving as president, and as director at the local, state and national homebuilders' association levels. Read past columns at rdbmagazine.com.



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Prospect profiling; Here's the new breed

Your approach must adapt to the way prospects are changing

It is more difficult now to sell a major remodel or design/build custom home than any other time since I sold my first custom home in 1990. Do you feel the same way?

To attain the highest possible prospect conversion rate, examine the mind-set of today's clients. Compare a composite profile of your typical A prospect now and reflect on how he differs from your A prospect before the market peaked in 2005.

An A prospect finds my company online or through a referring client or architect. He owns his home or site and he has a clear vision

too soon. They are worried that in the near future the value of the goods and services they are buying today will be available at a lower price next season.

To acquire the best possible price, prospects are securing bids on the component costs of a custom job — both the materials and the labor! It has been common for a prospect to come to a sales meeting with a binder of written bids for multiple job phases. Before 2005, this type of line-item research was rare, and it generally was restricted to windows, appliances, sometimes kitchens and occasionally landscaping. Recently, I have met with many

these circumstances? What new efforts are you making to remain profitable?

A few suggestions: Be sure your website is as good as it can be. Attend networking meetings regularly. Join a group that is focused on referring to one another. Look beyond your local builders' association into ASID or AIA meetings.

Closely and with great diligence, analyze your sales process to look for flaws and to fortify your strengths. After you establish credibility with your prospect, be selfish about conserving your valuable resources, your time and overhead costs. Speak bluntly about the key financial considerations of working together. First, determine the ballpark cost of completing his job; Tell him your conclusion. He may tell you that he "knows" it can be done for much less. He has so many bids to prove himself right. Educate him as much as you can without completing the detailed bid first. Secondly, work with him to see that his budget and his scope of work goals align reasonably with your ballpark budget of project cost. If you are miles apart and he will not compromise by modifying scope or increasing budget, it's time to stop investing time with him. Finally, discuss how much you expect to earn for building his job. Your goal is to make the most efficient pathway to determining whether or not you want to work for what he is willing to pay. ■



TO acquire the best possible price, prospects are securing bids on the component costs of a custom job — both the materials and the labor!

of his dream home design, or better yet, he has complete construction plans. He also intends to commission his project as soon as he decides on his builder.

Previously, A prospects were well-informed, knowledgeable and focused on quality, schedule and price, often in this order. Today, prospects' characteristics have changed significantly; They are a new breed. Their focus is on price, getting good value for the best price possible, the builder's financial health references and price. There is little sense of urgency. In fact, the opposite is true. They feel time is on their side and they embrace doing thorough research for its own sake as well as a hedge against building

A prospects who have secured written proposals on almost every major phase of the job, including masonry, siding, roofing, plumbing and heating, electric and labor. The willingness of trades and suppliers to bid directly to the consumer is yet another twist on the roller coaster of custom build sales.

Basic supply and demand rules of capitalism explain, in our case, why more builders are competing for fewer jobs, and it means that the market value of builder services has declined. It also indicates that most builders will suffer a lower closing ratio, less revenue, shrinking profits and losses. How are you responding to

JAY GRANT, president of Grant Homes, a residential design/build firm in Mendham, N.J., focuses on building luxury custom homes and renovations/additions. He is the recipient of more than 20 industry awards including best website for granthomesusa.com. Grant is available for business consulting. Send e-mail to granthomes@msn.com. Read past columns at rdbmagazine.com



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For more info circle #7

Efficiency rules begin soon

Regulations are comprehensive, but complying can be simple

In April, the Environmental Protection Agency announced more rigorous Energy Star guidelines for new homes, and the stiffer regulations, which take effect January 2011, call upon designers and builders to comply with new products and practices.

In terms of performance, which is the metric I have always advocated in any green building standard, the Energy Star program is dollar-for-dollar the most efficient use of your time and resources. When enacted, the new Energy Star requirements will make qualified new homes at least 20 percent more efficient than homes built to the 2009 International Energy Conservation Code. Energy Star claims this will slash utility bills by 15 percent.

One of the reasons for Energy Star's success is its focus on energy consumption, whereas other programs have requirements in many other construction and performance categories, which complicates compliance and drives up costs.

However, in addition to its focus on energy savings, I believe the Energy Star program for new homes will continue to succeed for another reason. As I have written in the past, there is a trend in house-valuation methods away from appraising homes just on square footage. It's only common sense to leave the square-foot pricing method behind, because appraisers need to take a detailed look at the home's components and operational efficiency — not just its size — to rightfully assign its value. Only then will the designer and builder's premium work and investment in high-quality products and systems be rightfully recognized. If you get an Energy Star designation, you can ask a slightly higher price, and point to a third-party rating system if you are challenged to justify the premium. Then, the homeowners subsequently can recover the premium they paid to you when selling the home years later, because it is certifiably built to a higher energy standard.

FAST, EASY WAY TO LEARN NEW REGS

The new, tougher Energy Star whole-house standards may very well be in response to public pressure to tighten the program's requirements, most notably from *Consumer Reports*. Regardless of motivation, the new guidelines offer a clear road map for baseline green practices, especially in terms of the thermal envelope.



THE Energy Star program is dollar-for-dollar the most efficient use of your time and resources.

An easy and fast way to learn about the Energy Star standards is to think back to taking reading comprehension tests in school. Someone shared this tip with me; Read the questions first, then read the paragraph, which at the time I thought was similar to cheating. Applying this trick to your business, start your Energy Star research by reading the Energy Star compliance checklist and work back toward your practices. Go to the Inspection Checklist Ver. 3.0 and familiarize yourself with what's required to earn the Energy Star rating. Here's the link: energystar.gov/index.cfm?fuseaction=new_homes_partners.locator.

Highlights of the new requirements include those listed below, which many of you are practicing already, so why not get credit for them?

- Polyethylene sheeting that is >6 mil and lapped 6-12 in. may be used for vapor barriers, but the sheeting must now be attached to the bottom of walls or piers with furring strips;
- For backing behind tubs and showers, cement board or equivalent moisture-resistant backing material will now be required, not paper-faced backerboard;

- Raised-heel trusses or equivalent framing method must be used in attics;
- All headers above windows and doors must be insulated;
- Foam gaskets and/or caulk are required beneath sill plate and foundation;
- Sheetrock must be sealed to the top plate at all attic/wall interfaces using silicone

- caulk, latex foam, or equivalent material. Construction adhesive cannot be used;
- Rough opening around windows and exterior doors must be sealed with caulk or foam.

VERIFIABLE OUTCOMES

An Energy Star home won't get the designation simply on your say-so. The structure needs to be third-party verified by independent Home Energy Raters who must conduct a comprehensive series of detailed inspections and use specialized diagnostic equipment to test system performance. The Energy Star site offers a handy resource here, too, with a list of local Energy Raters who can conduct energy audits. Enter "Energy Star Home Energy Raters" into Google to get a state-by-state list, or please visit: energystar.gov/index.cfm?fuseaction=new_homes_partners.locator. ■

JOHN D. WAGNER is an award-winning author of many books and articles about construction, and a frequent contributor to the industry's leading trade magazines. A sought-after speaker for industry events, he can be contacted at JohnDWagner.com. Read past columns at rdbmagazine.com.

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What is your “why?”

Before anything else, know why you do what you do, and clients will believe in your core values

Have you ever wondered why you get up every morning? Why you do the things you do each day? It's because we need to provide for ourselves and our families, and take care of our clients while looking for new ones. But are these the real reasons “why?”

Can your potential clients sense the real reason why you are trying to make a portion of their bank accounts become a portion of your bank account? Do they believe in your company's core beliefs and convictions, and how you truly can help them by using your knowledge and skills?



MANY salespeople know about their products and services, but they don't know how they work.

Many salespeople know about their products and services, however, many also struggle with how their company's products and services actually work. Furthermore, rarely do they know why their company is selling a product or a service. Do you know your company's “why?”

Consider the following sales pitches:

Example 1: “We are a professional design/build company and we offer great design and build services that will provide you with a one-stop solution for all your designing and building needs.” Sound familiar?

Example 2: “We are constantly challenging the status quo with everything we do. We create homes that are beautifully designed, simple to use and homeowner friendly. We just happen to build great projects.” A little different, right?

The first example clearly states what the salesperson knows, and describes what the com-

pany can do. In contrast, the second example is about the company's core beliefs. People need to believe in you and your company; they need to trust and believe in you. People buy from people, not sales pitches.

The second example has been used by Apple, the electronics company. Why has Apple done so well in a down economy? In theory, generic MP3 players should have provided a competitive alternative to iPods. However, they failed because the MP3 companies were after money. They did not produce a unique product that had the same cache as Apple's products. The

iPod was designed to look and feel like a fun product to use. That Apple was able to parlay that into downloads and billions of dollars of revenue is a direct result of their core business beliefs broadcast effectively, and believed by consumers.

For those of you that own an Apple product you know that this statement is true. Years ago, the belief was that PCs were for business and Apple Macs were for the arts and education industries. However, Apple is making a surge into the business world because many are frustrated with their PCs crashing and being attacked by viruses. I have contemplated chucking my PC out the window due to all of the glitches I've encountered. So not only has Apple conquered the portable music and download game, they are creeping into the business world by offering a well thought-out product that enhances the computing experience.

Apple's core belief is to make beautiful products that are simple to use. This type of assertion certainly is used in the advertising world for product promotion. It is, however, most successful and memorable in the political and historical realm.

When ideas of world change are expressed as personal beliefs, they can be very powerful. At a dark time in this country's history, Dr. Martin Luther King Jr. stood up and declared his core beliefs during his impassioned “I have a dream” speech.

But imagine for a moment that Dr. King used different language. If he had said, “I have a plan” rather than “I have a dream,” think of the vastly different meaning people would take from it. People needed and wanted to believe his message, and they did so because of his conviction and eloquence. Imagine if he rolled out a reasonable plan with bullet points highlighting features and benefits.

How does this translate to the design/build world? Start with the real reason why you enjoy doing what you do. Next, develop a simple explanation of how you do what you do, then tell people what you do. By reversing the order from What, How and Why to Why, How and What, you will start to engage people with your core beliefs.

Our reasons for getting up in the morning differ, but if you truly know your “why” you will never work another day in your life. ■

Reference to knowing your “why” is from Simon Sinek.

JOSEPH DELLANNO is the founder of My Design/Build Project, a web communication application for design and build teams, and president of My Design/Build Coach, providing design/build business training. He is also president of Design Solutions Inc., a national design firm. Send e-mail to info@mydesignbuildproject.com. Read past columns at rdbmagazine.com.

Designing a Sustainable, Affordable Kitchen

A recent Market Trends survey shows that homeowners want to incorporate more green products into their remodeling projects. But when budgets are cut, green products are often the first to go. One of the most affordable ways for designers to include green appliances in a kitchen remodeling project is to upgrade to an advanced food waste disposer, like the Evolution Excel® from InSinkErator®, a division of St. Louis-based Emerson Electric Co. (NYSE: EMR) and the world's largest manufacturer of food waste disposers. Food waste disposers have lots of environmental benefits, but are easy on the budget.

Third-party studies conducted around the globe consistently show the environmental advantages of using a food waste disposer. And the National Association of Home Builders (NAHB) agrees. NAHB recognizes disposers for the positive role they play in an environmentally responsible home waste management system. In fact, the installation of a disposer like the Evolution Excel contributes one point toward a building's achievement of the organization's National Green Building Standard™ certification, the nation's first and only American National Standards Institute-approved residential green building rating system.

Homeowners will also love the recent advances in disposer technology that make it possible to discard virtually any kind of food scraps from potato peels to chicken bones without concern about clogs or noise.

How Do Food Waste Disposers Benefit the Environment?

Most food waste ends up in landfills, where it decomposes quickly and produces methane, a greenhouse gas partly responsible for global warming. Decomposing food waste also produces a liquid that combines with other elements in the landfill to create an acidic leachate that can harm groundwater.

Since food waste is 70 percent water, it makes sense to grind it up in a disposer

and send it down the drain to be processed in municipal wastewater treatment plants. There, it can be converted into renewable energy, saving the plant, municipality — and citizens — money. Some plants also process food waste into biosolids, which can be used as fertilizer. And disposers themselves have a modest environmental footprint, using less than 1 percent of a household's total water consumption and costing, on average, less than 50 cents a year in electricity to operate.

For all these reasons, diverting food waste from landfills is environmentally

beneficial, and a disposer like the Evolution Excel helps households do just that.

For more information about InSinkErator and how grinding food waste in a disposer is environmentally responsible, visit www.insinkerator.com/green.



Compound



design

The multiple structures on this rural California farmstead are connected in theory, not by wood and nails

By Rob Heselbarth, editor



Rural farmstead isn't the style most people think of when envisioning a custom home in California. It is, however, the reality in much of the state. Farmsteads in California, like in the rest of the United States, consist of multiple buildings that serve different functions. It's only natural, then, that this home in the Santa Cruz mountains in Aptos, Calif., resembles a farming compound.

The structures on this 20-acre property include a barn building that serves as the garage and activity/game space, a "live" building where most time is spent, a "sleep" building plus a separate pool house/bathroom structure. The fifth main element is the pool itself, which is set far enough from the live/sleep buildings to make it a destination, but close enough so parents can speak — loudly — to their children in the water.

COMPOUND DESIGN

The approach to designing a compound rather than one single-family home comes from a higher, broader point of view, says Cass Calder Smith, principal, CCS Architecture, San Francisco and New York. Design is always deductive, Smith says, so he begins with the site and how a house will fit on it. "For this project, it's a 20-acre site, so we conducted site planning first, determining which building would go where, and which way each would face.

"We had to think about the experiences people would have transitioning between buildings; what it'll be like to walk between them at night. After that, designing is the same as designing any other house. At the same time, we're always back-checking in our mind, what does this change mean to the rest of the site?" explains Smith, project design principal.

+ Project Stats

Location: Aptos, Calif.
Cost: \$1.7 million
Size: 2,800 sq. ft.
(main home)

+ Exterior

Siding: Intermountain
Doors: Dynamic
Skylights: Velux

+ Interior

Lighting: Stonco
Locksets: Omnia

+ Kitchen

Sinks, faucets: Blanco
Range, hood, oven: Dacor
Appliance drawer:
KitchenAid
Fridge, dishwasher:
KitchenAid

+ Bathroom

Tubs: Kohler
Toilets: Toto
Faucets: Utterio
Sinks: Elkay
Spa: Finlandia

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For more info circle #1



- ↑ The two main buildings are not connected. The roof of one covers the entrance to the other.
- ← In the background is the garage/game room, and down the hill 100 ft. away is the pool.

The fifth compound-style project Smith has completed, he took inspiration for this one from his experience, resulting in the unexpected overlap of roofs between the two main living structures. "We thought, if we can extend the roof, then slide this building under the roof of the other building, it would visually connect them without physically touching [see top photo, this page]. We built models of it and loved how it turned out. When we tuck one building under another like this, it makes me feel good as a designer."

Positioning of the each building's footprint hinged on the ocean, with everything on site capturing ocean views. The beauty of this is,

Smith says, aiming a house toward the ocean results in the capture of natural breezes.

The main living structure features a lengthy disappearing wall which opens it up considerably [main photo, pg. 23]. Although in the San Francisco area, it can get pretty hot. "The combination of the open wall and the operable skylights at the tops of the buildings can cool off that home pretty efficiently. It creates a thermal chimney, where the air enters the home low to the ground where the cool air is, then exits up high to produce continuous air flow," Smith says.

Part of the overall site plan is the pool, which always leads to deciding how close to the

How Does the Geberit System Allow Unique Design?



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For more info circle #2

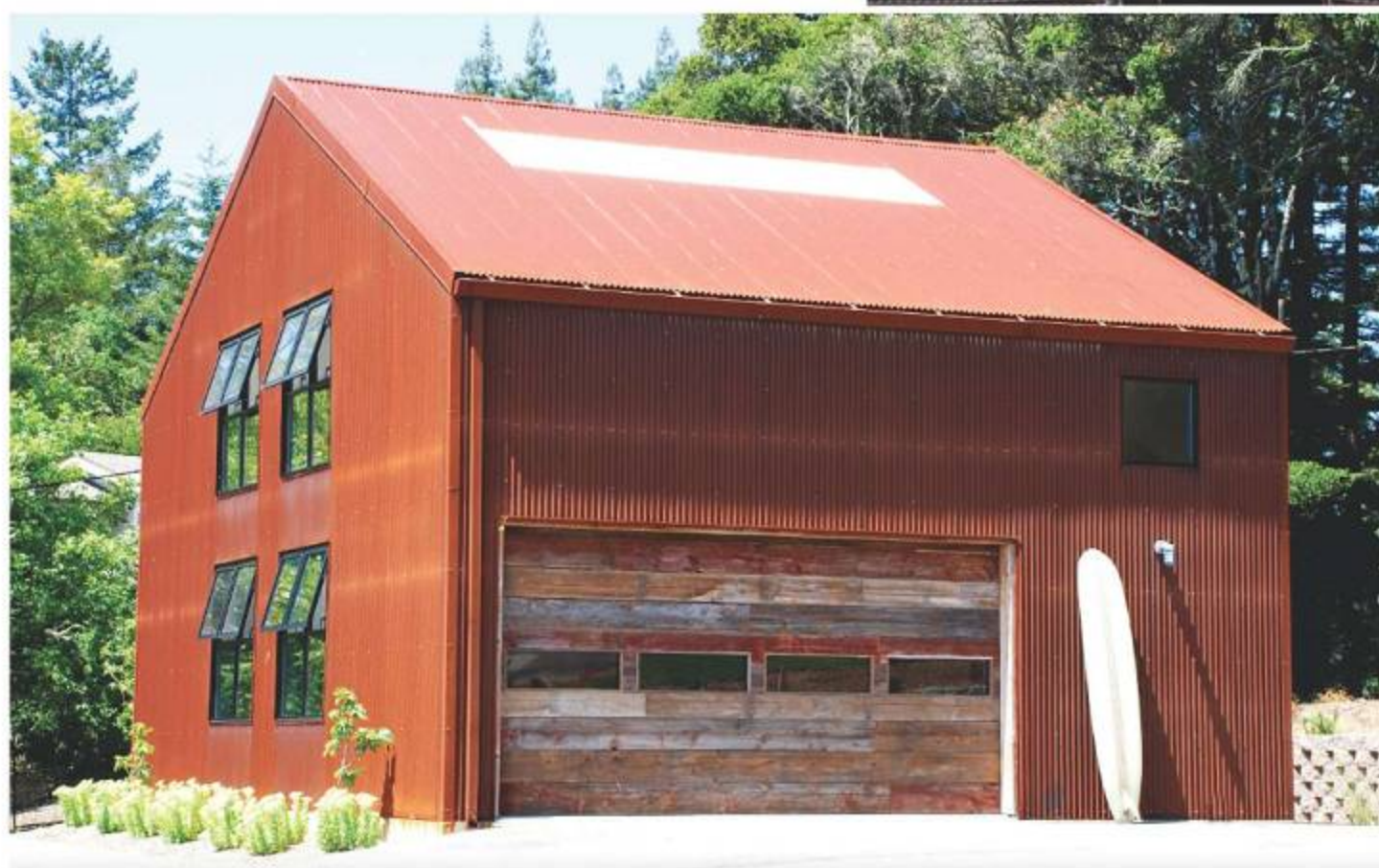
POSITIONING

of each building's footprint hinged on the ocean, with every building capturing ocean views

house to position it. Some clients want the pool directly out the back door for close supervision of children. "I don't like that. I believe people should have to 'go' to the pool, not simply step out into it. For one thing, pools typically have covers, and do you really want to look at it all day? Another thing is, pools are loud and raucous. Do you really want that commotion 10 feet from the house, where people are jumping into it off the roof? At this house, you walk 100 feet to the pool. It's a place to go," he says.

RURAL OUTSIDE, CONTEMPORARY INSIDE

The rural agricultural style of this home is most in line with vernacular California architecture, "...much more connected to California's legacy than the mission style; those don't work for me," Smith declares. "I've been playing around



↑ The garage structure doubles as a game/activity room.

→ The upper level of the garage structure is seen at right.



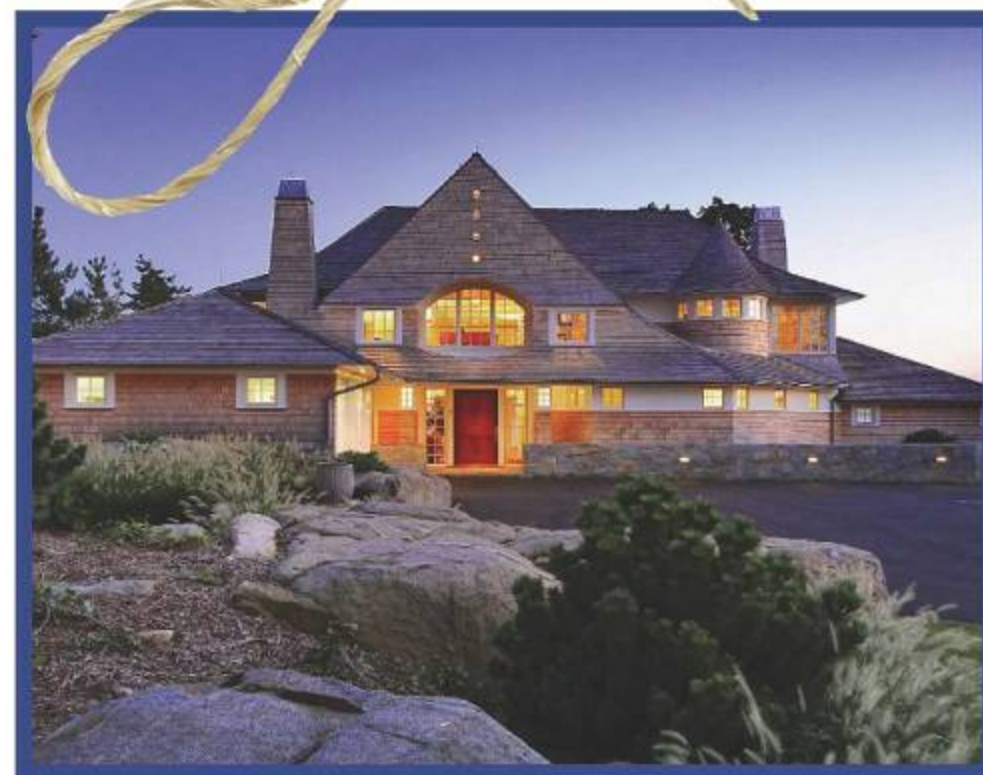
with those ag buildings and planning ideas for as long as I've been designing houses. I did a house for friends of these clients 15 years ago that was similar, sort of a barn-derived house, and they really liked it. They see this 20-acre property as a ranch and farm, hence the style."

Exterior materials finish the rural barn style, including the barn wood harvested from farms in Utah and Colorado. The interior walls of the garage structure with the pool table in the loft are fabric. It's a pre-engineered structure to deliver the exposed metal on inside. It's the look they wanted.

In the long, slender kitchen, the island is the star attraction. "It became the centerpiece of the house. As always, everyone will congregate in there, so we put the island right in the middle of the main building." ■

↑ The large open wall faces the ocean, capturing breezes and providing access to the yard, and eye contact with those in the pool.

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For more info circle #3

Tight fit, creative solution

With variances secured, the path is cleared for creative solutions on an “unbuildable” lot

By Rob Heselbarth, editor

It's not easy pleasing a zoning board that oversees a community which includes architectural styles of 100 years ago, as well as styles from today. This doesn't mean the zoning board in Birmingham, Mich., is difficult to work with, rather, it's one of those communities that wants everything to blend together.

Zoning ordinances here place great emphasis on design, trying to maintain control while remaining open to other architectural styles. The style of this home in Birmingham, Mich., is English Tudor, “...with a tiny bit of eclecti-

cism going on,” says J.R. Ruthig, managing designer, Dominick Tringali Architect in Bloomfield Hills, Mich. Ruthig has worked many times with this style, which is one of the most popular styles in the area. “I've been with this firm for 15 years and have worked on 30 projects in this town, the majority of which are this style.”

After satisfying the zoning board, the next challenge was working with the lot. Securing variances was step one, a process credited to Doug Derocher, the builder. It was a



show home for three months in spring 2009.

“The builder, [Custom Homes by Derocher [in Royal Oaks, Mich.]] who also was the client, owned several lots in Birmingham. He took this one — a challenging lot — and decided to get an architect involved to share his vision. The lot was constrictive and the city deemed it unbuildable for a reasonable size home. Doug asked the city for setback variances which they granted,” Ruthig explains.

The larger hurdles included being on a corner with double exposure to two streets, not enough room for parking, a driveway or a back yard, all which make it difficult to sell in this neighborhood. Other difficulties include a tight lot line and being backed up to two other houses that used all their space. The result was less-than-desirable views, with the best ones looking out front into a park. “We had to generate a floor plan that would appeal to the public,



← The deep sills on the windows seen here add to the architectural interest of this space.



1001 Willow Lane

↑ Visitors enjoy this view for an entire block approaching the home. Once here, they see a landscape covered with everything but grass.



but also would take advantage of the lot. So we didn't just design a floor plan, we designed the lot as part of the floor plan," Ruthig says.

THE BIG PLAN

To overcome the obstacles of the challenging lot, a few actions were taken. First, the home was sited with the main entrance at the end of the street that leads to it. This establishes a presence from a block away, and allows approaching visitors to view it the full length of the block. The entrance is traditional and anchors the facing street to the property.

Another key action took place in the family room, which is the only room in which the Tringali team wanted to place windows on every wall because it looked out at a park and both bordering streets. "It's the only space you can look out toward the back without looking at the neighbor's house."

Perhaps the most creative use of space in this home is the indoor courtyard and conservatory. "Traditionally conservatories are added to the

← Good views were hard to come by on this lot, but even the kitchen is a bright space to enjoy.

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“WE get the light we want throughout the entire home without losing any wall space”

back of a home, but this one is incorporated into the middle of it. We get the light we want throughout the entire home without losing any wall space,” Ruthig says.

A caveat with the sunroom is an old tree with winding vines around the trunk, which sits on the property line. “We used that tree as a centering element for the conservatory, so people are looking right out at this tree almost like it’s a piece of art. We didn’t want that tree destroyed.”

Technically the sunroom is on the back wall, but rather than adding onto the house the sunroom was slid into a cut-out section of the home’s rectangular footprint. “So it’s not really an appendage. And, we were able to include a glass ceiling, so the room draws light into four other areas of the home’s interior,” Ruthig says.

ON DISPLAY

After completion, the home was part of a three-month show in partnership with a local mall, which furnished the home. Tour profits went to charity. In the middle of 2009 in a struggling economy, the builder, Custom Homes by Derocher, wanted to show people that if they’re sitting on the fence about buying a home, this is how you can build a home creatively and with efficiency in mind.



↑ The conservatory occupies a space sliced from the home’s footprint, creating a source of natural light for bordering spaces.

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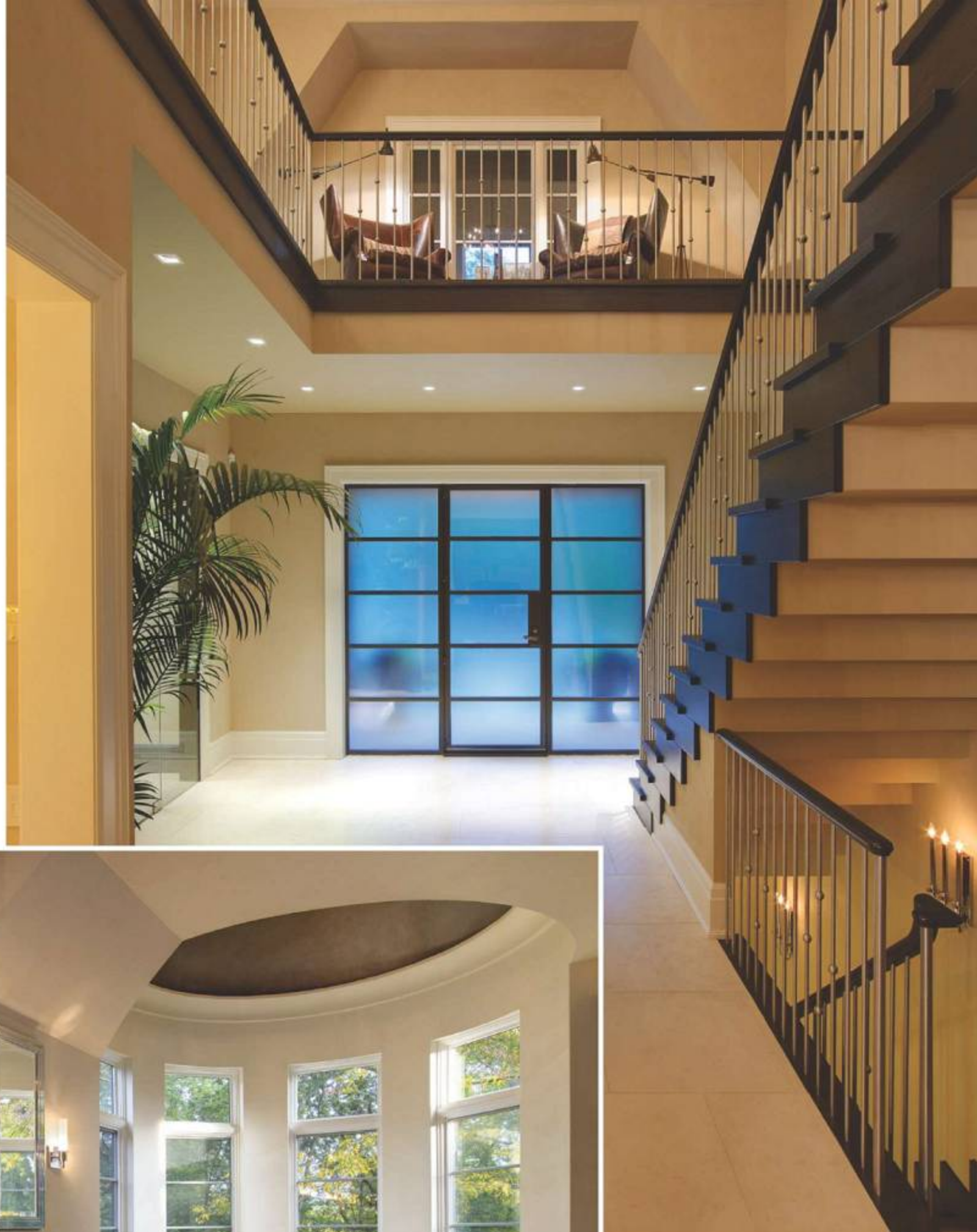
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COMMON-SENSE GREEN

Green begin on the outside of this home by covering it with brick, which Ruthig refers to as a low-maintenance, 100-year-old material. A slate roof provides another low-maintenance material to complete the home's shell. All windows feature low-E glass, while spray-foam covers the back side of the exterior walls. "It's very efficient, with true R values. And another green element on the exterior of the home is the landscaping. The only grass or lawn on the property is used to separate the sidewalk from the street. The rest of the lot is covered with low-water vegetation, and all gutters collect water in barrels for re-use on the property. Mulch beds are designed to hold water and not let it run off," he explains.

Moving inside, a heat pump combined with radiant floor heating provide comfort and financial payback. What looks like painted walls



↑ The main entrance (above) appears contemporary on the interior, yet it meshes with the home's Tudor exterior.

← The bathroom benefits from ample natural light, unlike most other rooms in this home.

is a Venetian plaster made from only rock or stone that has fallen free from the earth. The point is, it's not quarried. It's a durable finish and requires no paint; its pigment is mixed into that material to achieve the final color. LED lighting fixtures save energy, plus they're programmed to never move beyond 90 percent illumination. Low-flow plumbing fixtures finish off the interior.

"The goal never was to build a zero-energy home. Not at all. We simply wanted to show that we could design and build a beautiful home on a challenging lot in a way that will save energy and be respectful of the environment. A challenge in this neighborhood is selling high-end product in a desirable city. Some people would tell you that you can't have fancy show-ers and be green, but you must have it for this

market. And, they're still low-flow products."

The response to the luxurious nature of the home and its features was skepticism from many who saw it, but Ruthig points out that we as humans are consumers, as are the homes we live in. "Any house will have an effect on the environment. The idea here was to make this larger home as efficient as possible, with the least impact on the environment, and to use energy in resourceful way." ■

A photograph of a dining room featuring a large, multi-paned window. The window is divided into several rectangular sections, some of which are smaller and positioned higher. The view outside the window shows a green lawn, a white picket fence, and trees with autumn foliage in shades of red, orange, and yellow. Inside the room, a dark wooden dining table is set for four people with white plates, glasses, and silverware. A vase of white flowers sits in the center of the table. Four light-colored upholstered chairs with dark legs are arranged around the table. The floor is dark wood.

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Control issues

Total home control comes in wired and wireless models, for tech-savvy homeowners to access from anywhere in the world *By Chuck Ross*

The price/functionality equation for home electronics has shifted rapidly during the past several years. Shrinking memory costs, improved wireless capabilities and growing importance of Internet protocol-based solutions are contributing to a profusion of individual home audio, video, security and climate-control options — many available after-market at your local home-improvement or big-box electronics store.

Sophisticated home buyers, though, are looking at ways to bring these disparate systems together, under the control of a single remote or touch screen. A number of manufacturers now offer such designs to builders marketing to tech-savvy clients, with both wired and wireless options designed to scale to changing needs and future innovations — following are a few examples of these products.

CRESTRON

Historically known as a luxury brand, Crestron has broadened its marketing appeal in recent years. The company also is known for robust commercial and institutional installations, so it offers capabilities to meet just about any need,

says Jeff Singer, marketing director. Rather than offering distinct packages, the company relies on its dealer/integrator network to craft custom solutions tailored to individual homeowner needs.

“One of our dealers or integrators would sit down with a homeowner and ask lots of questions,” Singer says, describing how an initial conference with an owner and builder might take place. Similarly, spec builders might approach an integrator with a price point and owner profile in mind. Builders could have an installer simply incorporate the infrastructure required for future customization (using the company’s proprietary cable), or include a fully built-out design.

“The real power comes in because our control system is the brain of the house,” Singer says. “Any and all systems can be connected to it.”

As an example of the highest end of control, Singer cites one customer’s Gulf Coast vacation home that incorporates a Crestron-controlled weather system. When wind speeds top 50 mph, storm shutters automatically close and e-mail notifications are sent to the homeowner. Web-accessible IP cameras provide visual confirmation that all hatches have, indeed, been battened.



“THE real power comes in because our control system is the brain of the house. Any and all systems can be connected to it.”

Jeff Singer, marketing director, Crestron



↑ Elan's new G! line of home control products includes this touchscreen, with an interface the looks the same across all devices throughout a home.

Homeowners can access installed capabilities through a choice of touch screens, remotes or even their smart phones — yes, there's an app for Crestron. Scenario-based controls bring together multiple operations into intuitively labeled groupings, such as "Welcome Home," which might brighten lighting and adjust temperature settings, or "Movie," which could darken lights, close window coverings and fire up an entertainment system.

"The whole idea behind it is to take all that technology and make it fun, easy and brainless," Singer says.

COLORADO VNET

Colorado vNet systems are built around a decentralized architecture, with no central control processor. Instead, each component carries its own intelligence, an approach offering several advantages. First, new controls, whether wired or wireless, can be added easily, without need for reprogramming. Secondly, the larger system remains intact if a failure occurs at any single point — only the failed processor needs to be replaced.

Simplifying programming requirements has been a key goal of the company's developers,

according to Petro Shimonishi, Colorado vNet's marketing and sales vice president. Thanks to TCP/IP-based communications, much of the programming can be done remotely by the dealer, including fine-tuning light levels. Similarly, firmware updates can be installed over the web, without need for house calls.

Network wiring infrastructure can be installed using non-proprietary Cat5 ethernet cable, and control capability can extend down to table lamps, wall fountains and other plug loads via wall-plug modules that can be mounted behind sofas or tucked under end tables.

Dimming is possible with some compatible CFL lamps, and the company now is working on options for LED-based fixtures.

Understanding their mid- to high-end homeowners often are working with interior designers, product developers at Colorado vNet also have incorporated features to make this sometimes-hard-to-please group of professionals happier. A full line of touchscreen bevel designs, along with controls that are compatible with commercially available switchplates, can help system components blend easily with the surrounding furnishings. Also, the company is the first to launch a multi-lingual interface — users now can switch between English, Spanish, French and Portuguese, with Chinese, Russian and Arabic options now in development.

ELAN

Elan has been a home-entertainment leader for years, and this April it launched a complete home automation line, called G!, providing control options for lighting, security and environmental systems, alongside its entertainment offerings. A key selling point for the new system is an intuitive interface that looks the



← Touchscreens from Control4 can be hardwired using power-over-ethernet, or wireless using 110v current.

“It provides the ability, on demand, to pull your phone out and see your home remotely,” says Eric Harper, Elan’s marketing director. “It gives you the opportunity to be in two places at one time.”

System infrastructure is primarily Cat5-based, using IP-based communications, with

the exception of runs transmitting live video to the company’s proprietary touchscreens — these require RG6 cable.

Harper sees energy management — including lighting and HVAC systems, along with pool systems and other equipment — as a future market driver for all home automation makers. “Leveraging a lot of the technology these systems offer could be a way users save money on their power bill every month,” he says. “And that could lead to other things.”

Like Crestron, Elan also offers an iPhone app (with Android and Blackberry versions now being considered). In fact, each system module — for example, lighting, security or irrigation — is, essentially, an app that can be added as control capability is installed. System status, and even live video, can be accessed from any PC or iPhone in the world.

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CONTROL4

Promoting affordability and simplicity, Control4 incorporates a centralized controller and standard Cat5 or Cat6 cabling and IP-based communications. Because the controller operates via radio frequency signals, not infrared, it can be housed in a closet or other out-of-sight location. Touchscreens can be hardwired, using power-over-ethernet, or wireless, using standard 110V current.

Similar to other home automation suppliers, the Control4 approach enables scenario-based settings, such as “away” or “bedtime,” that can carry out multiple functions with a single command. Additionally, users can create their own command schemes to enable, say, a unique grouping of speakers in different rooms into a single audio zone.

The company has developed relationships with a number of building-products makers to foster electronic communication between its controllers and those manufacturers’ offerings, based on Control4’s use of open-source protocols developed by the ZigBee alliance. For example, Kwikset locks now integrate with Control4 systems, so users can check

lock status remotely, or use a single nightstand control to ensure all locks are engaged for the night.

The company has opened its own source code to outside developers as well, and recently launched its own app store. Users can download apps now that enable social networking via Facebook and Twitter, through the living room television, as well as quickly access the day’s weather forecast or sports scores with a single press of a remote-control button.

“We’re doing some pretty revolutionary things for the homeowner,” says Paul Williams, the company’s vice president of support services.



← Each Colorado vNet device carries its own intelligence, allowing the flexibility to add onto the system without reprogramming the entire system.

“We’re really becoming the operating system for the home.”

That concept of “operating system for the home” is one Williams, along with others, sees becoming increasingly important as utility grids begin enabling demand-response pricing at the individual homeowner level. For example, Whirlpool recently announced it will be producing 1 million smart-grid-compatible clothes dryers by the end of 2011.

“We’re seeing white-goods manufacturers entering the market for energy management,” Williams says. “What we see in the next five years is more of these products becoming more aware.” ■

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Vantage's TPT700-1 Web tablet utilizes simple drag-and-drop programming and can quickly be personalized for individual users. With the optional table-top dock and wide-angle color touch panel, it is designed to enhance the look and feel of any room.

+ FOR MORE INFO CIRCLE #15



The new wireless-enabled KORE CCU from **LiteTouch** delivers functionality, integration and low-voltage keypads for smaller systems. Table and floor lamp control, astronomical clock timers and daylight harvesting are now more practical for smaller projects.

+ FOR MORE INFO CIRCLE #17

Control4 InfinityEdge In-Wall Touch Screens provide home control in 5 in. or 7 in. designs. Users can communicate with anyone in a house from any room with the optional intercom feature. Customize four buttons to automatically adjust lighting, thermostat, shades or AV equipment with one touch.

+ FOR MORE INFO CIRCLE #16



Lutron Electronics' RadioRA2 total light control system can be designed using many newly released components. Features include: reducing energy consumption, occupancy/vacancy sensors, motorized shading controls, astronomic time clock, thermostat control and many others.

+ FOR MORE INFO CIRCLE #18



HAI Automation Studio allows an integrator to customize the graphic interface based upon a homeowner's lifestyle and interests. Installers can add a floor-plan graphic and set up buttons that will open specific websites.

+ FOR MORE INFO CIRCLE #19



Vibe from **Colorado vNet** is an IP-based digital distributed audio system that delivers control and clear, reference-quality sound to every room in a house. Installers can select and connect a wide range of audio sources, including the customer's existing consumer electronics devices.

+ FOR MORE INFO CIRCLE #20



GI is **Elan's** elegant home management system that puts the homeowner in charge of lighting, climate, irrigation, security and entertainment options. Its interface operates the same on televisions, touchscreens, touchpads, remotes and iPhones to provide instant access to every part of a home system.

+ FOR MORE INFO CIRCLE #21



Prodigy by **Crestron** delivers a connected home, accessible from touchpanels, wireless keypads and mobile devices, including the iPad. It is ideal for packaged solutions that differentiate properties and add value to a home.

+ FOR MORE INFO CIRCLE #22

Residential architects unite

The 2010 Custom Residential Architects Network Symposium and the AIA Austin Home Tour in Austin, Texas, Oct. 1-4, elevates the residential practice

Hundreds of residential architects are meeting in Austin, Texas, Oct. 1-4 in a symposium setting designed for like-minded professionals to learn together, and from each other. The third annual design symposium will be presented by the Custom Residential Architects Network, a subset of the American Institute of Architects.

Capitalizing on society's growing interest in home design, residential architects are uniting to improve their skills and raise the bar for the industry. The event brings practitioners doing custom residential work to the Austin area, one of the top residential design hot spots in the country. A home tour, plenty of education sessions, roundtables and a panel discussion highlight the event.

The home tour is hosted by the local Austin chapter of AIA, followed by the education events which are hosted by CRAN. The theme, "Looking back to move forward" suggests the need to break out of this struggling economy and into a different mind set by sharpening

skills needed to deal with what's coming in the future, says Luis Jauregui, AIA, CRAN chairman.

"Our theme is meant for people to look at what they are used to doing then determining what they *need* to be doing. Other than that generality, it's about how to bring value to clients and make our practices more relevant technologically, and to improve service and sustainability," Jauregui says.

AIA AUSTIN HOME TOUR

A highlight of the multi-day event will be the Austin AIA's 24th annual home tour Sat., Oct. 2. "This tour has matured over the decades, and is of high quality, run by an extensive committee that meets throughout the year and selects the homes. The goal is to have homes on the tour that best represent advantages a customer could derive from hiring an architect. There will be a variety of styles that show how architects and clients can interact with great results," Jauregui says.

Classroom-style education will be the focus of the day on Sunday, Oct. 3. "While the education will benefit anyone who attends, it has a focus on the influence of regionalism and sustainability," says John Isch, principal, RWA Architects in Cincinnati, and a co-organizer of the symposium. "Every session will be CEU accredited at different

← This home by Elliot H. Johnson, AIA, will be one of the stops on the AIA Austin Home Tour.



↑ Architects attending the AIA Austin Home Tour in October will see many custom homes during the educational event.

levels. Non-AIA members are invited to attend the entire event, but at a slightly different price."

CRAN's 3rd annual symposium is targeted to custom residential architects, but is open to anyone including builders. "A big part of CRAN's mission is bringing architects back into the AIA umbrella. There's a home, now, for residential architects in AIA. Builders, I think, could gain incredible insight into the mind of their architect peers they work so closely with. It's smart for them to be part of this," Jauregui explains. ■

CUSTOM RESIDENTIAL ARCHITECTS NETWORK

+ 3rd Annual Symposium Austin, Texas

Fri., Oct. 1 — Welcome reception
Sat., Oct. 2 — Keynote,
Roundtables, Home Tour
Sun., Oct. 3 — Education all day
Mon., Oct. 4 — Panel discussion

+ For more information and to register, visit: aiacran.org.



Bathroom storage that works

The right size drawer combined with wise cabinet planning can meet any bathroom storage need

By Judith Neary, CMKBD

I love the contemporary bathrooms we see in homes today, and their beautiful lavatory bowls suspended in glass countertops, or wall-hung units with exposed plumbing beneath. Perfectly folded towels ready at a moment's notice. A ledge for toiletries and a bank of drawers for the small personal items we use each day. As beautiful as these bathrooms are, what do they really look like after a full morning of family members getting ready for the day?

an endless variety of skin and hair care products. Don't forget the tools; hair dryer, curling irons, flat irons, electric shavers and on and on it goes. Add to the mix that in today's world most of us shop and purchase in quantity. The best example of this is the bale of toilet paper instead of the four-roll pack. Where is all of this stored in the bathrooms we see today?

Ultimately, the size of the bathroom will dictate what can be included and how it will be stored. The primary consideration should and

always will be the needs of the users. Below are a few of my favorite storage tips that will work for all ages and stages of life.

STORAGE TIPS

Create a linen cabinet that is 18- to 21-in. deep with a mix of shallow to deep roll-out trays and full-depth shelving. These shallow roll-out trays are great for vitamins, prescription medicines, first aid and any small items. Deep roll-outs are great for bulkier items like oversized bottles of personal care products. Small hand and facial towels can be rolled instead of folded for easier use. The full-

depth shelves in an 18- to 21-in. deep linen cabinet will allow for most towels to be stored in half-fold as opposed to a triple fold, thereby allowing for more towel storage. The mounting heights of the roll-out trays can be located based on the user's need. This is a consideration if someone in the household uses a wheelchair or has limited physical abilities.

Drawer organizers. You will find these most commonly in the kitchen or home office but these are great in the bathroom for small items used at the vanity. Molded plastic or stainless steel selections are what I recommend for their ease of maintenance and cleaning.

Base pantry pull-outs. We see these in the kitchen used for canned goods or cooking oils. They are excellent in the bath as they are a narrower-width cabinet and will accommodate ease of access to most commonly used items.

Point-of-use storage. Recessed niches at multiple heights and locations in the shower enclosure can accommodate users of any age or ability. A toilet topper is one example of this type of storage, and can range from traditional to contemporary in styling and need only be deep enough to accommodate a roll of paper.

Recycle bins. These are found in the kitchen or a utility room, but depending on the style they can make excellent bins for laundry items.

Under-sink storage. If a bathroom has limited space this is an easy storage solution for hair products, lotions, shampoos, etc.

A 15- to 18-in. deep cabinet with adjustable shelves; sounds too simple, right? Consider this real-life example of a family with kids using a shared bathroom. Each child was assigned a "French shopping basket" in which to store personal items. After they used the bathroom all their items when back into the basket and was put away on their designated shelf in the cabinet. ■

JUDITH NEARY, CMKBD, continues to develop her skills and style designing and building custom cabinetry, case goods and furniture. After 12 years of merchandising and training for a national retailer, she began working with manufacturers. She provides consulting services and is an officer for the Puget Sound chapter of the NKBA.



PHOTO COURTESY OF ROBERN

A mirror as a recessed medicine cabinet and a couple of drawers in a vanity just isn't enough anymore. Male or female, regardless of age, we use many personal care products. From babies to toddlers, tweens to teenagers, kids have different personal care product needs than adults. As adults, we require everything from prescription medicines and vitamins to



The contemporary Malibu master bath from **Wood-Mode** is designed to be dually relaxing and functional. It features separate lavatory areas divided by back-to-back storage cabinets, and glass-fronted doors allow a peek at what's inside, while also providing added space for decorative storage elements.

+ FOR MORE INFO CIRCLE #28



The New Blox modular component system by **Xylem** allows homeowners to design their own personal bathroom space. The mix-or-match bath furniture system offers storage flexibility, including some unique storage components. Its vanity drawer units have large European-crafted drawers that are open-sided and pull out with the entire face of the vanity. + FOR MORE INFO CIRCLE #29



The custom-designed hamper complete with side vents is part of a Venetian-inspired master bath and dressing area from **Plain & Fancy Custom Cabinetry**. The smooth black painted finish and Vogue door style also is incorporated on the adjacent vanity.

+ FOR MORE INFO CIRCLE #30

Songe from **Sonia** is a staid, boxy contemporary vanity that is flexible and adaptable, with plenty of storage for bathroom essentials. It's available in a multitude of colors and in a one-color set-up for those who want a more dramatic look.

+ FOR MORE INFO CIRCLE #31



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The new Logix EasyTrax Cabinet from **Diamond Cabinets** features a sliding shelving system with five trays that can be rotated along a heavy-duty ladder system. The sliding trays can be quickly changed into one-, two-, three-, four- or five-shelf combinations at varying heights.
+ FOR MORE INFO CIRCLE #32

The **Merillat** base vanity hamper is designed to conveniently store laundry out-of-sight. Its tilt-out design makes it easy to store dirty laundry, and the removable basket can be taken directly to the laundry room.
+ FOR MORE INFO CIRCLE #33



Kohler Co. expands its Persuade furniture collection combining design and performance. Options include a contemporary console table, timeless petite vanity, or a full-height vanity with storage space. The petite vanity has two pull-out drawers, and a frosted glass bottom shelf, while the full-length vanity is ideal for discrete storage of bathroom products.
+ FOR MORE INFO CIRCLE #34

LOOKING BACK TO MOVE FORWARD AUSTIN, TX OCT. 2-4, 2010

The **Symposium** will feature a special tour and discussion of the celebrated **AIA Austin's 25th Annual Homes Tour**.



AIACRAN Custom Residential Architects Network

3RD Annual **CRAN** Symposium
Looking Back to Move Forward
October 2-4, 2010 in Austin, Texas
Hilton Austin downtown hotel

Special keynote speaker
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SalonCenter from **Armstrong Cabinets** is designed to provide convenient solutions for the bath. A self-contained pull-out system, it allows for organization of hair dryers, curling irons and other vanity items. Several other cabinet accessories complete the bath, making it work well and look good (shown here in Waverly door style in new Vanilla Cream finish).

+ FOR MORE INFO CIRCLE #35



The bathroom linen pantry from **Studio Marler** hides the medicine cabinet and provides easy access. The cabinetry is eco-friendly and frameless, built with 100 percent recycled materials, water-based dyes, no added formaldehyde and an ultraviolet finish.

+ FOR MORE INFO CIRCLE #36



Canyon Creek Cabinet recently introduced Newcastle, a cabinetry line designed to provide a high-quality, entry-level product for today's price-competitive marketplace. It features four wood door styles in maple in six different stain colors, and one thermofoil door in white.

+ FOR MORE INFO CIRCLE #37



New River Cabinetry is a newly formed company offering semi-custom cabinetry. The company offers 70 popular finish colors available in both stains and paints, and 20 fashionable new door styles and eight wood species.

+ FOR MORE INFO CIRCLE #38

ADDITIONAL RESOURCES

- + Allmilmo USA: CIRCLE #39
- + Crown Point: CIRCLE #40
- + In and Out Cabinetry: CIRCLE #41
- + Keystone Wood Specialties: CIRCLE #42

- + Poggenpohl: CIRCLE #43
- + Quality Cabinets: CIRCLE #44
- + Rutt Custom Cabinetry: CIRCLE #45
- + Saint Charles Cabinets: CIRCLE #46
- + SieMatic: CIRCLE #47
- + Wellborn Cabinets: CIRCLE #48

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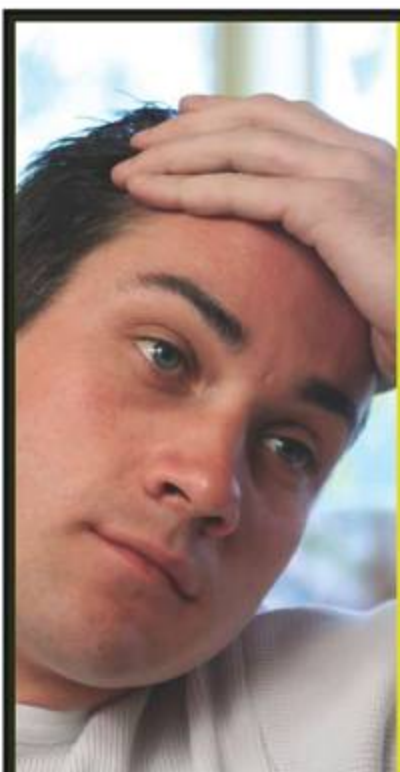
Rinnai's Energy Star-qualified condensing tankless water heaters incorporate two heat exchangers to achieve optimum water heating value from every cubic foot of natural gas or propane. The condensing process delivers up to 95 percent thermal efficiency.

+ FOR MORE INFO CIRCLE #49



Rheem 95 Series tankless water heaters offer new burner technology and smart features. These next generation tankless water heaters are available as indoor direct-vent or outdoor models, and come with a .26 GPM minimum flow rate.

+ FOR MORE INFO CIRCLE #50



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Noritz introduces its concentric-vented NR83-DVC tankless water heater. It includes many improvements over previous generation heaters: reduced amounts of hexad chrome in the coating of the exterior and the burner case; reduced amounts of lead in the water-flow servomotor, the lightning protector and the circuit board; reduced amount of cadmium in the inlet/outlet bracket; and reduced consumption of standby electricity.

+ FOR MORE INFO CIRCLE #51

For more info circle #27

Simpson Door Lumicor decorative acrylic panel interior doors are made with translucent resins and encapsulated materials such as grass, paper, metal and patterned fabric. Customers can choose from resin panels with natural, textile or industrial materials, or create their own custom panel.

+ **FOR MORE INFO CIRCLE #52**



Jeld-Wen's new Custom Wood Contemporary interior and exterior door line offers homeowners the opportunity to create their own unique door styles using a combination of intriguing details and natural materials such as glass, metal and wood. Floating panels, inlaid metal accents, and a mix of wood species allow homeowners to customize their doors.

+ **FOR MORE INFO CIRCLE #53**



The three-dimensional detailing of **Kolbe** Advantage Select doors is designed to showcase the richness of furniture-grade hardwood veneers. Raised- and flat-panel doors are available in a wide variety of styles in square, arch or eyebrow configurations, in nine wood species plus a paintable MDF surface.

+ **FOR MORE INFO CIRCLE #54**

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For more info circle #55

LiteTouch announces its Online Design Center, a new feature on its website designed to promote the latest system design tools in an environmentally friendly electronic format. Digital resources include system literature; case studies; system integration and automation details; design and specification tools; and installation manuals and details.

+ FOR MORE INFO CIRCLE #60



Kwikset's SmartKey technology provides consumers with the ability to re-key locks quickly and easily, without removal from the door, for improved access control and security. The SmartKey Learn Tool and existing functioning key allow homeowners to safely match or change out keys without special training or outside contractors.

+ FOR MORE INFO CIRCLE #61



The Method collection from **Moen Inc.** blends clean lines with soft curves. Lavatory faucets are certified to meet WaterSense criteria. The faucets are flow-optimized and allow water to flow at 1.5 GPM, versus traditional aerators that flow at 2.2 GPM.

+ FOR MORE INFO CIRCLE #62



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Is OSB Edge Swell a Thing of the Past?

Ainsworth's new pointSIX™ flooring panels utilize a patented process that is widely seen as breakthrough technology

Wood swells when it gets wet. It's a law of nature. For instance, when OSB panels are used as subfloor and it rains during the construction process, or the panels are otherwise exposed to moisture, they typically swell when water wicks into the edges. But as every builder knows, sanding subfloor is an added expense that runs at least a couple hundred dollars, to say nothing of the nuisance of scheduling the sander and dealing with the annoying chips and dust.

OSB manufacturer Ainsworth decided to tackle this issue, in an attempt to accommodate the effects of swelling *before* the OSB

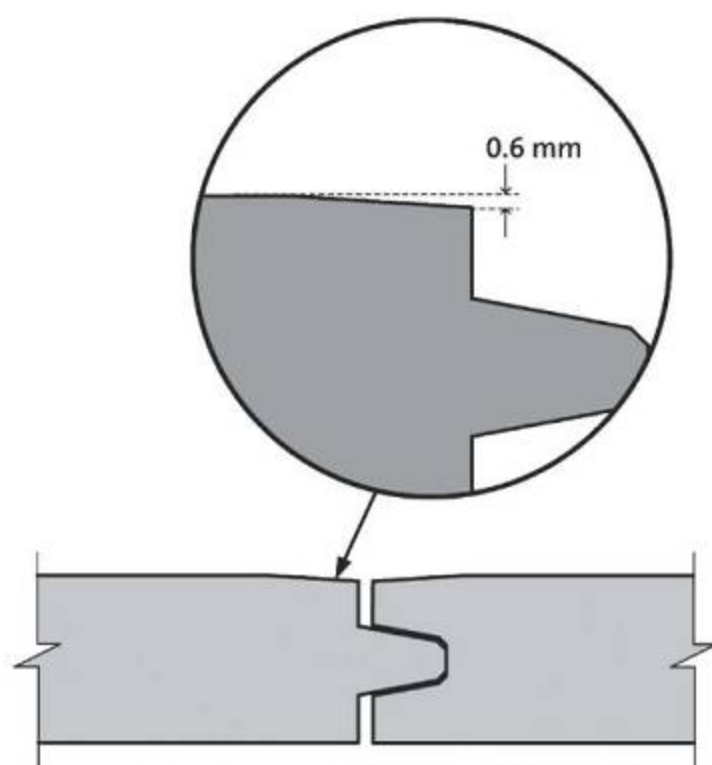
panels get on-site. Ainsworth's technical team undertook multiple experiments to re-engineer the OSB panel edges to minimize their response to water absorption and potential swelling. It turns out that milling off a thin layer of the highly compressed surface wood fiber along the panel's four edges will remove the part of the subfloor that's most prone to swelling. In the event of natural water absorption that's expected of all wood fiber, you can expect the resulting new Ainsworth pointSIX products to hold the wood fiber expansion to a dimension that would essentially "fill up to flush" the taper milled into the panel. (It's a dimension that won't require sanding, and Ainsworth actually guarantees that on its premium-level product.) Indeed, the milling, which is performed through a patented process, creates a taper that's nearly imperceptible — less than 1/32 of an inch at its maximum. In the scientific language of the metric scale, the optimum amount of wood removed is .6mm, hence the product name, "pointSIX."

The Proof: A Remarkable 14-Day Flood Test

To test the performance of the new T&G pointSIX subfloor products, Ainsworth performed a "flood test" on the products. They flooded the pointSIX subfloor panels with water for 14 days, simulating severe, wet jobsite conditions. After the pointSIX subfloor panels dried, the average edge swelling was contained to just 0.01", or 0.25mm, not much more than a sheet of paper.



Ainsworth performed a "flood test" on pointSIX, flooding the subfloor for 14 days, simulating extreme, wet jobsite conditions. Yet the OSB experienced swelling equal to not much more than a sheet of paper.



The technical team at Ainsworth determined that milling off a thin layer of the highly compressed surface wood fiber along the OSB's four edges will remove the part of the subfloor that's most prone to swelling.

That's nothing short of *remarkable performance* in its own right, and a dramatic improvement over OSB alternatives that don't have the pointSIX treatment.

Ainsworth now backs its pointSIX product line with guarantees that are unique to the industry. For Ainsworth's superior pointSIX Durastrand Flooring, typically found in a custom home environment, Ainsworth offers a Lifetime Limited Warranty against delamination (an industry first) and a 180-day No-Sanding Guarantee. For Ainsworth's standard pointSIX Flooring, it's a 25-year Limited Warranty.

Does It Cost More? No.

The new APA-approved pointSIX tapering treatment is now available in two product lines: pointSIX Durastrand Flooring, an upmarket, enhanced-recipe subfloor and standard pointSIX Flooring. But with the premium performance, will there be a premium cost? No. Ainsworth believes that subfloor with edges that offset the effects of moisture should be what every dealer and builder should expect as standard, baseline performance. Accordingly, Ainsworth now offers pointSIX — with all the guarantees — for the same cost as its previous subfloor products.

Learn more: www.pointsixflooring.com

To achieve its swell-resistant edge, Ainsworth mills the edges using a new, patented process and it creates a microscopic taper of .6mm, hence the name "pointSIX."

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One touch and you're done

Simpson Strong-Tie continues to look for ways to simplify the construction process, including the installation of wood and cold-formed steel trusses. Our new line of spacer restraint, diagonal bracing and hip-end purlin connectors are designed to provide time and cost savings. Compared to other products, installers handle our connectors just one time. *"Touch it once and then you're done,"* said Stan Sias product manager for Simpson Strong-Tie. *"It's as simple as that. Our new products are not only easy to install, but help create a safer jobsite while minimizing time and cost spent on the job."*

The new truss connectors include:

AHEP

The Simpson Strong-Tie® AHEP (adjustable hip-end purlin) connector is a structural purlin that also serves as an installation aid during the truss erection process. The AHEP attaches to the step-down hip trusses at the leading edge eliminating the need for drop top chords and fillers. The AHEP installs linearly, aligned with the end jacks, to maintain framing spacing from eave to hip or peak. Roof sheathing/decking attaches directly to the AHEP. Adjustable in length, the AHEP is designed to accommodate a pitch range of 3/12 to 9/12 as a structural purlin and 3/12 to 12/12 as an installation restraint and spacing aid. It can be used in wood and cold-formed-steel truss applications.



TBD22

The Simpson Strong-Tie® TBD22 diagonal truss brace offers a time-saving substitute for wood or cold-formed steel (hat channel or C-stud) diagonal bracing and helps meet the prescriptive recommendations of the industry's Building Component Safety Information (BCSI). The TBD22 travels in a box like a flat strap (160 feet per carton), and is formed into an A-shape as it is pulled from the carton to provide rigidity and prevent sagging between trusses during installation. As it is fastened to the trusses the brace flattens, allowing sheathing to be installed over it, saving time that's typically needed to remove bracing prior to applying sheathing or decking.

TSBR and S/TSR

The Simpson Strong-Tie® TSBR and S/TSR truss spacer restraints capture the on-center spacing of wood and cold-formed steel truss chords and webs, and laterally restrains the truss members, allowing quicker, easier and safer installations. Its tubular shape provides strength in both compression and tension. S/TSR installs in a linear fashion and has a low profile that can be sheathed over, eliminating the need to remove bracing prior to applying sheathing or decking.



SIMPSON
Strong-Tie

For more info circle #58

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To learn more about these products and the entire Simpson Strong-Tie product offering, visit www.strongtie.com or call 800-999-5099.



NanaWall Systems announces the launch of its newest product: SL82 Structurally Glazed Folding Glass System. The product works in openings up to 39 ft. wide. The all-glass, thermally insulated folding glass door can be designed with a flush sill and is available with triple glazing.

+ FOR MORE INFO CIRCLE #63



Featuring recycled content and 100 percent water-blown technology, **lcynene MD-R-200** allows a building to be insulated and air-sealed for energy conservation while minimizing environmental impact. The result can be a reduction in heating and cooling costs of up to 50 percent.

+ FOR MORE INFO CIRCLE #66



Outwater introduces its new LED Ribbon Flex Light. With no fixture to hide, it can be mounted virtually anywhere. It is designed to be easy to install and is suited for showcases, toe kicks, cove or cornice accents, wall units, in or under cabinets, or any type of installation that warrants a nonexistent profile.

+ FOR MORE INFO CIRCLE #64

Pollmeier Superior Red Heart grade beech has a contrasting color variation from light honey-brown tones to slightly darker reddish-brown heart wood. It has consistent moisture content for superior board stability, is durable, machinable and takes a variety of finishes.

+ FOR MORE INFO CIRCLE #65



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For more info circle #71

AZEK Building Products Unveils AZEK Deck Arbor Collection™



AZEK Deck features tropical hardwood looks with its new Arbor Collection in three colors: Acacia, a rich walnut brown; Morado, a light brown similar to Ipe; and Redland Rose, with warm reddish hues. The Arbor Collection is low-maintenance and stain- and scratch-resistant.

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For more info circle #73

WEATHER OR NOT, POINTSIX REVOLUTIONIZES FLOORING



PointSIX™ Flooring is an engineered subfloor solution designed to handle whatever wet stuff the weather serves up thanks to a patented tapered-edge technology that offsets the effects of prolonged moisture exposure. The result: floors that go down flat and stay that way.

See the proof and download the white paper at:
www.pointsixflooring.com

Ainsworth

Milgard® Introduces Four New Premium Vinyl Exterior Finishes

Get more design flexibility than ever before with Milgard Tuscany™ and Style Line™ Series windows. In addition to white and tan, we have introduced four new Exterior



Colors: Ivory, Light Grey, Taupe and Chocolate. These finishes are so durable and dependable, they're backed by our Full Lifetime Warranty. For finish samples contact your local Milgard representative.

pro.milgard.com
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For more info circle #75

Accelera® 300 Heat Pump Water Heater

The new Stiebel Eltron Accelera® 300 Heat Pump Water Heater can extract up to 80% of its energy requirements from the energy in the air around it. Compressor and fan consume only 1kWh of electricity to generate the heat equivalent of 3 – 5kWh.

The Accelera® 300 is Energy Star certified and eligible for the 30% federal tax credit on materials and labor, as well as any state or local tax or rebate incentives.



STIEBEL ELTRON

For more info circle #76

New Simpson Strong-Tie® Garage Portal Kit

The new Garage Portal Connection Kit improves the performance of standard Steel Strong-Wall® shearwalls in a garage portal application which ultimately means less digging. The kit includes two metal straps that provide extra strength and rigidity at the connection between the shearwall and the header, resulting in higher loads and reduced concrete anchorage requirements.



800-999-5099 or
www.strongtie.com/strongwall



For more info circle #77

NEW! KleeSnap Post Wrap

Kleer Lumber makes it easy to beautify exterior posts with the new KleeSnap Post Wrap, a high-quality PVC product that simply snaps around any post to achieve



a finished look. Contractors can save time and money with KleeSnap through an easy installation process that can be handled by a single person. KleeSnap Post Wraps are also the first in the industry to feature pre-consumer recycled content certification from Scientific Certification Systems (SCS). Find more information at www.kleerlumber.com/products/kleersnap

KLEER

For more info circle #78

Expanded Vivace Series Product Line

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GROUP PUBLISHER Tim Campbell
tim.campbell@cygnusb2b.com

CORPORATE HEADQUARTERS

1233 Janesville Avenue
Fort Atkinson, WI 53538
Phone: (800) 547-7377 Fax: (920) 563-1707

SALES OFFICES

WEST

Josh Lentz
5012 B 40th Avenue NE
Seattle, WA 98105
Phone: (206) 283-6762 Fax: (206) 428-9114
e-mail: josh.lentz@cygnusb2b.com

MIDWEST

Mike Mandozzi
3030 W. Salt Creek Lane, Ste. 200
Arlington Heights, IL 60005
Phone: (847) 454-2715 Fax: (866) 348-4221
e-mail: mike.mandozzi@cygnusb2b.com

EAST

Joseph F. May
297 Concord Road
Marlborough, MA 01752
Phone: (800) 547-7377 x2718 Fax: (866) 671-3250
e-mail: joe.may@cygnusb2b.com

INTERACTIVE/ONLINE

Tim Steingraber
3030 Salt Creek Lane, Suite 200
Arlington Heights, IL 60005
Phone: (847) 454-2723 Fax: (847) 454-2759
e-mail: tim.steingraber@cygnusb2b.com

INSIDE SALES/LITERATURE GALLERIES

Nancy Campoli
6 University Plaza, Suite 310
Hackensack, NJ 07601
Phone: (201) 487-7800 x127 Fax: (201) 487-1061
E-mail: nancy.campoli@cygnusb2b.com

CIRCULATION & SUBSCRIPTIONS

Phone: (920) 563-1761 Fax: (920) 563-1704
E-mail: circulation@designbuildbusiness.com

LIST RENTAL

Elizabeth Jackson
Phone: (847) 492-1350 x18 Fax: (847) 492-0085
E-mail: ejackson@meritdirect.com

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Patrick Nadler
(800) 547-7377, x1392
patricknadler@cygnusb2b.com

Website: rdbmagazine.com

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Sound support

One important fact for architects, designers and builders to remember about home theaters and media rooms is, when it comes to designing them, they're not alone. Not only can electronics integration contractors be helpful, but audio/video equipment manufacturers can provide guidance, too.

"Most of what we're doing is reaching out, letting [builders and architects] know which parts are important. We become partners with them," says Jim Garrett, marketing manager, Harman, the parent company of brands that include Harman Kardon, JBL, Mark Levinson and Infinity.

"We work with the space at hand; we don't say to architects and builders they must change a home to accommodate our products. That's why we have a variety of systems, so we can match whatever they're doing," Garrett says.

One of these systems is the JBL Synthesis family of home theater products. The goal of the brand is delivering completely engineered systems. Customization is performed up front, eliminating guesswork, says Marc Kellom, vice president, marketing. "It's flexible; it can be installed in a variety of rooms such as media rooms, listening rooms and home theaters. It's extensively configurable. Whatever the constraints of a room might be, we have a solution," Kellom says.

TURNKEY SOLUTIONS

Harman brands offer turnkey audio system solutions for any room in a house. The JBL Synthesis One Array system, for example, requires only a video source and display to be complete.



"We're unique in that we provide completely engineered systems," Garrett says, and clients are not left to assemble the components. In fact, buy a Synthesis package and a technician comes with it to fine tune

it to the unique environment it's in. "We are the guys who do movie theaters. When you go to the movies, our equipment is there. We bring our expertise into the client's home. We provide theater for the home, not home theater."

To remove any mystery about home audio issues, Harman is developing a white paper for the architect and builder audience. "There's an intimidation factor of learning a new product category, and we want to make sure [architects and builders] can converse with the client about what the category entails," Garrett says.

Harman's family of brands provides architects and builders the ability to access many product categories under one roof, Kellom says. For more information, circle 10 or visit harmanhometheater.com. — Rob Heselbarth ■





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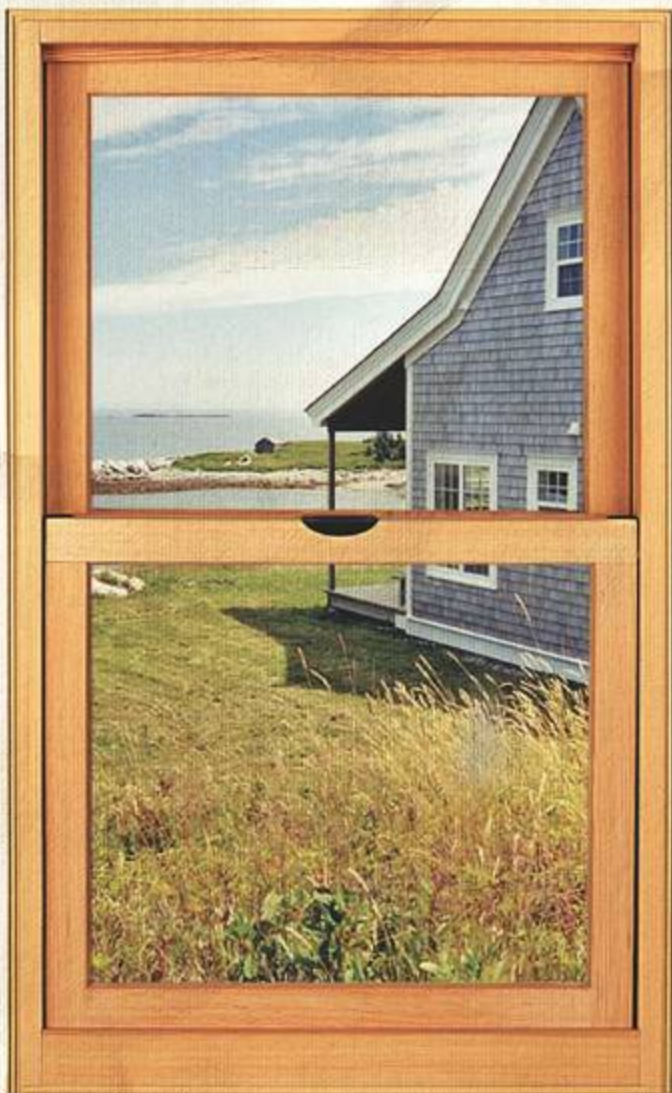
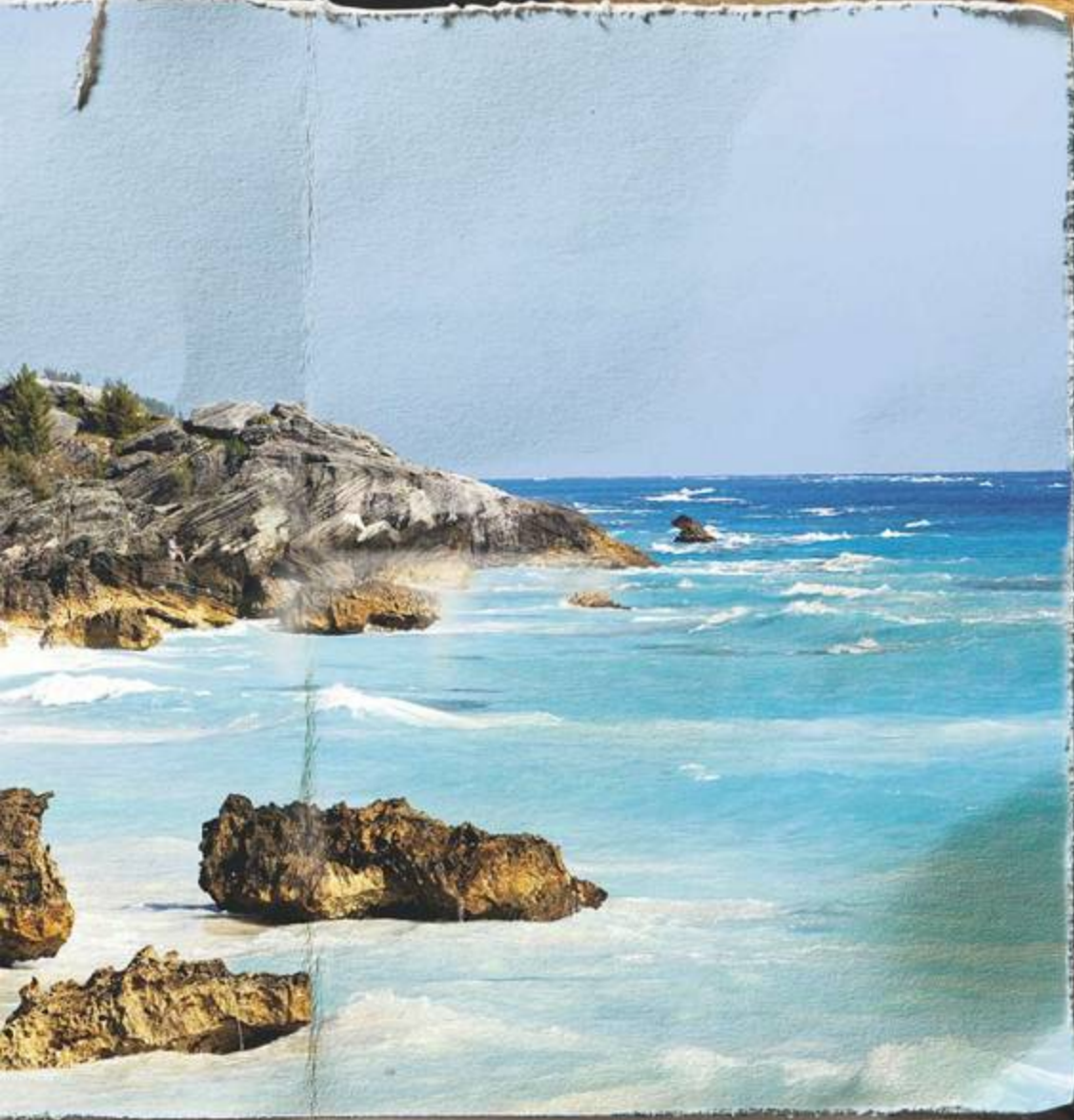
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