a little light music
dan phipps brings rhythm and radiance to kitchens and baths

kitchen currents / idylls of the bath /
growth control / building community /
fougeron's hazy glazing / DPZ's sprawl brawl
THE ALL-NEW PELLA® CASEMENT WINDOW

Pella’s new standard casement, with a crank system that needs to be seen, or hidden, to be believed.
- Fold-away handle completely integrates into window frame for a sleek look.
- Patented SureLock® system lifts and locks sash for secure closure.
- Standard venting units now available up to 35" x 71".
- High-quality stainless steel operating hardware for durability and performance.
- Clients notice the details. Get noticed with pella.
Fresh out of Europe. A whole new world of designs crafted to
American specifications. 1-800-524-9797 ext. 217 or www.americanstandard-us.com

Circle no. 273
My deadlines are not negotiable. Callbacks are not in my vocabulary. So, I hire subs that use the best. This is my insulation.

For consistent quality and a fast, no-hassles job, choose NAHB-certified Knauf insulation installed by professionals. Available in a full range of sizes and R-values.

Circle no. 62
contents

from the editor...page 11

home front...page 14
Anne Fougeron’s amazing glazing / Exotic species / On the waterfront / Calendar: Modern Living 2 at MoMA / DPZ throws the book at sprawl

perspective...page 24
John Mutlow, FAIA, devotes his Los Angeles practice to socially responsible affordable housing.

practice...page 30
Are you driving the boom times or are they driving you? How to manage your firm’s rapid growth.

cover story: a little light music...page 44
San Francisco architect Dan Phipps brings rhythm, reason, and radiance to kitchens and baths.
by S. Claire Conroy

kitchen currents...page 58
Blending hot design trends with style and savvy, four architects serve up crackerjack kitchens.
by Meghan Drueding

idylls of the bath...page 70
Five elegant master bathrooms simplify plans, materials, and their owners’ hectic lives.
by Cheryl Weber

off the shelf...page 78
Quicker, hipper kitchen appliances keep homeowners out of the drive-thru.

dr. spec...page 82
Which surfacing material is tops for your client’s counters?

hands on...page 90
Rebuilding a broken ceiling hatch brings the sky into a beach-house bedroom.

great houses...page 104
Stefanos Polyzoides touts the modest California Bungalow.

On the Cover: Dan Phipps, photographed by Robert Cardin
No one will ever credit drywall for making a house mystical.

Design a house. Create a haven. Carefully place light and dark to entice the soul. Tell us what shape. What wood. What color. Tell us
Fantech Vent Light
A Beautiful Solution to Your Shower and Bathroom Ventilation Problems

Fantech once again redefines the vent light. UL and cUL approved for use in wet locations, our halogen light will brighten even the gloomiest shower enclosures. Combined with a Fantech fan you are assured of quiet, efficient ventilation from your ventilation solutions company. For more information call us at:

800-747-1762

or fax us at:
800-487-9915

or visit our website at:
fantech-us.com
Passion with a Purpose

Sleek, pure lines guide the flow of fresh, crystal-clear water. Obviously, passion has crafted these elegant additions to our line of bathroom products, continuing a 30 year tradition of excellence.

As the third millennium gets underway, MAAX is proud to present its first exclusive faucet and accessory sets. Discover 5 new bathroom faucet series and our kitchen faucet models now available from our authorized retailers.

MAAX®
Ahead of the Wave

1 800 463-MAAX
www.maax.com
Circle no. 345
BLANCO

Stainless Steel Sinks • Hard Composite Sinks • Kitchen Faucets
Bar Sinks & Faucets • Sink Accessories • Decorative Accessories

Innovative, Premium Quality Products, Since 1925

Now Available Nationally Through Better Plumbing Wholesalers
And Decorative Plumbing Showrooms

800-451-5782 • www.blanco-america.com

Circle no. 36
function and fantasy
kitchens and baths blend need and desire
like no other rooms in the house.

by s. claire conroy

We’ve come a long way since we were all slaves to a dark galley kitchen and a 5-by-7 bath with a shower-head over a tub. Once little more than functional necessities, these are now the most important, most expensive, most designed spaces in the house. They’re a wonderful challenge for residential architects, whether you’re just starting out in the profession or you have a vast portfolio to your credit.

Nearly 20 years ago, our cover guy (see story, page 44), San Francisco-based architect Dan Phipps, began his career designing kitchens and baths. Nowadays, he’s a very successful residential architect, but he’s happily still doing kitchens and baths. That’s because these projects have grown up with him, becoming ever more complicated, costly, and creative. Phipps recently completed a kitchen remodel that topped the charts at $500,000, more than three times the U.S. median price for an entire single-family home. “The irony is, clients will spend a zillion dollars on their kitchen and in the first week, all they’ll make is a frozen burrito,” he says. His clients want the ultimate in looks and function (they could run Lutèce out of their homes) even if all they use is the microwave.

True, some people really use their kitchens to make a meal, but more often the room is fulfilling some deeper hunger. Our homes don’t simply address the way we really live, they also explore the fantasies of how we’d like to live. Clients will often spend big dollars just to obtain the possibility of that fabulous dinner prepared in that gorgeous kitchen. And the same goes for the master bath. How else do you explain all those giant jetted tubs everyone passes by on the way to a three-minute shower? Someday, they believe, their lives will slow down enough for a long, luxurious bath by candlelight.

Unless price is no object—and even among the super wealthy this is rare—architects have a very difficult task in balancing clients’ wants, needs, and budget. Nowhere is that battle more bloody than in the kitchen and bath. How many times have you had to tell a client whose heart is set on granite counters that their budget can only swing laminate? Chances are, they’d rather sacrifice the pricey roofing material to get those high-end counters. That’s something merchant builders have understood for a while now. Even in the least expensive production home, you’ll find some swank materials in the kitchens and baths. They know those rooms will sell the house.

In addition to Phipps’ beautiful work, we showcase five kitchens (page 58) and five baths (page 70) that demonstrate what great design talent and enlightened clients can achieve when they come together.

questions or comments?
Call me: 202.736.3312; write me: S. Claire Conroy, residential architect, One Thomas Circle, N.W., Suite 600, Washington, D.C. 20005; or e-mail me: cconroy@hanley-wood.com.
It’s not like the rest.

The new Clad Ultimate Double Hung.

No compromises. That was our objective. So we made over 100 design changes. Gave it clean, traditional lines and an all-wood interior. Eliminated unsightly, vinyl jamb liners. Developed an exclusive integrated sash tracking and locking system, for easier opening, closing and cleaning. And wrapped its exterior in extruded aluminum clad with a unique profile that closely matches the character and detail of wood. Presenting the new Clad Ultimate Double Hung. It’s one of a kind.

For a free product brochure, call 1-800-236-9690.
In Canada, 1-800-263-6161 www.marin.com

Circle no. 99
amazing glazing

Glass houses have come a long way since Philip Johnson’s 1949 rendition in rural Connecticut. A house by San Francisco architect Anne Fougeron, for example, employs a high-tech combination of steel and clear and translucent glass to define not just walls but floors and staircase treads. It garnered a 2000 DuPont Benedictus Residential Award, given by DuPont and the American Institute of Architects for the architectural use of glass.

Located in Palo Alto, Calif., the house’s circulation spine is defined by a glass stair tower and a second-story glass walkway that allow light to seep into the downstairs living areas. “We’ve always been interested in how to create different layers of transparencies,” Fougeron says. “The glass was a way to work with those ideas and connect spaces without having them be open.” The judges remarked on the house’s rich textures and light patterns, noting that rather than just a wall of glass, there’s a lovely interplay of solid and transparent forms.

The jury also gave Special Recognition to Washington, D.C., architect Hugh Newell Jacobsen’s Scheer House, in the planned community of Windsor, Fla. The design’s glass living-room pavilion sits within a walled garden, invisible from the street. “Glass makes very exciting spaces because of the tension on its skin,” says Jacobsen, FAIA. The judges agreed, admiring the plan’s clear geometry and the room’s “visual access to the environment.” —cheryl weber
exotic farmers

The next time you want to spec purpleheart floors or cocobolo cabinets, check out Tropical American Tree Farms. Owned and operated by Steve and Sherry Brunner, the company sells rare and precious tropical hardwoods harvested from farms in Costa Rica.

The Brunners launched their business 10 years ago. “Wood was getting scarce and prices were getting expensive because the rain forests were being cut down,” Steve Brunner says. “We saw an opportunity.” Today they grow over 1 million exotic trees of varying species on 7,000 acres. Some near-extinct varieties cannot be found anywhere except on their farms, Brunner says. The company—which also grows trees for investors—recently harvested idigbo, teak, mangium, and suradan trees that were planted in 1992 and 1993. Wholesale prices vary but can go as high as $50 per board foot. For more information, call 1.800.788.4918 or visit www.tropicalhardwoods.com.—nigel f. maynard

on the waterfront

San Diego-based Carrier Johnson has designed a mixed-use project that blends big-city sophistication with small-town ease. The Renaissance, a $75 million project in San Diego’s marina district, will have 218 residential units and 12,000 square feet of combined retail and restaurant space in two high-rise buildings.

“Traditionally, the public has been afraid of cities,” says Frank A. Wolden, design principal at the firm, “but now that city life is getting safer, people want the street experience.” With that in mind, the architects put the retail shops and cafés at the street and terrace levels and incorporated mini parks and plazas throughout their design. A stone garden wall hides 450 parking spaces from pedestrians’ view.

On the residential side, the Renaissance will offer a variety of living spaces: two-story walk-ups, two-story lofts, one-, two-, and three-bedroom units, and, on the 20th and 22nd floors, two-story penthouses.

The project is expected to take two years to complete; construction began this summer.—n.f.m.
A fireplace. Anyplace.

That's the beauty of Heatilator gas direct vent.

Designing beautiful homes should be limited only by your imagination, not the fireplaces you use. That's why Heatilator® offers an array of single- and multi-sided direct vent gas fireplaces. They're versatile, dependable, and designed for easy installation in any room you create for every home you create. Just what you'd expect from the first name in fireplaces. For more information, call 1-800-927-6841 or visit www.heatilator.com.
Your reward for careful planning and stubborn insistence on the ultimate kitchen.

This is no time to settle. Designer finishes and glazes for the natural, colorful or antiqued look you’re after. We’ve got them. Molding appliqués and glass doors for stunning display areas. Look no further - after all, details count. Storage solutions and versatile pieces like our floating island. Must-haves. Consider your idea of how the ultimate kitchen looks and performs, then check out KraftMaid cabinetry.

Because great kitchens start with great cabinetry.
Between 1920 and 1960, Charles and Ray Eames, Eero Saarinen, Alvar Aalto, and other designers applied industrial technology to the creation of functional and affordable domestic housing, furniture, and housewares. This exhibit presents over 110 works by these influential figures. Shown: glassware by Finnish designer Kaj Franck. Call 212.708.9400 for museum hours.

The triumph of the baroque: architecture in Europe 1600–1750
through October 9
National Gallery of Art, Washington, D.C.

Through models, paintings, drawings, and prints, this exhibit explores the sculpture, architecture, landscape, and city planning of the Baroque era. Shown: Giro­lamo Frigimelica’s 1716 model for the Villa Pisani. For gallery hours, call 202.842.6353.

Venice architecture biennale
through October 29
U.S. Pavilion, Giardini di Castello, Venice

Sponsored by the Guggenheim Museum in New York, this studio program and exhibition features the work of architecture students from Columbia University and UCLA. Shown: computer rendering of an airport compressor. For more information, contact Scott Gutterman at 212.423.3840 or visit www.guggenheim.org.

How do we know?
re-creating domestic interiors
through December 31
The Octagon, Washington, D.C.

A behind-the-scenes look at how curators and historians investigate a historic house’s past to restore it accurately. Exhibit includes nearly 90 objects and reproduction images, including this European chair, circa 1800. Call 202.638.3221 for information.

Athens-to-Rome cruise for architects
October 8–16
Visit the roots of Western architecture. This tour through the eastern Mediterranean will provide insights on contemporary projects as well as ancient structures. AIA continuing education credits available. To register, call 800.975.7775 or visit www.travelmgmt.com/aia.

Beyond tradition: exploring alternatives in practice and education
October 27–29
San Francisco

Sponsored by the AIA’s Educators and Practitioners Network, this conference will examine alternative trends in the practice and education of architects. For registration information, visit www.e-architect.com/pia/epn.

Residential architect design awards: call for entries
Deadline for requesting a binder: December 1, 2000
Entry deadline: January 10, 2001

Our annual residential architect Design Awards program honors outstanding architecture in the following categories: custom, renovation, multifamily, affordable, production, and on the boards. A project of the year is chosen from among the winning built projects. Winning projects will be published in the May 2001 issue of residential architect. See page 34 for more information.

Continuing exhibits
INTRODUCING

Smooth-Star™
Raised-Panel Fiberglass Doors.

With a Smooth-Star fiberglass door, you can promise the moon on performance. And also deliver on beautiful appearance.

It starts with new raised panels. Available in square and rectangular shapes, raised panels bring a new dimension to Smooth-Star's distinctive, paintable fiberglass surface. Smooth-Star has more depth, detail and durability than a steel door — it won't dent, rust, scratch or require costly call-backs, and it carries twice the warranty! There's a big variety of styles, optional transoms and doorlites, too.

Smooth-Star. When beauty this surprising jumps into view, people hardly notice anything else. See your dealer, or visit our web site at: www.thermatru.com or call: 1-800-THERMA-TRU (1-800-843-7628).

Circle no. 58 For Literature & Information
Circle no. 65 For a salesman to contact
suburban renewal

Those familiar with the town planning philosophies of Andres Duany and Elizabeth Plater-Zyberk will appreciate the metaphor-loaded jacket design of their new book, Suburban Nation. The blocky, obnoxious capital letters (filled with images of parked cars) that spell out the title also spell out the Miami-based architects’ dislike for the typical auto-dependent American suburb. The book’s subtitle, The Rise of Sprawl and the Decline of the American Dream, appears in a serious, retro-looking typeface, suggesting the authors’ faith in historically rooted plans and structures. And the cover’s red, white, and blue color scheme, along with the un-ironic use of the phrase “American Dream,” reflects the patriotic optimism present in Duany Plater-Zyberk & Co.’s celebrated 20-year body of work.

But while the book’s packaging won’t surprise anyone who’s read about or seen Seaside, Kentlands, or any other DPZ-planned community, its contents will. Despite its ominous-sounding name, Suburban Nation is at different points funny and solemn, hopeful and matter-of-fact. It’s neither a dire prediction nor an evangelistic treatise. It’s simply a well-researched, clearly written examination of the problem of suburban sprawl in America and its potential solutions.

Indeed, the fact that sprawl has become a significant political issue is due at least in part to the interest Duany and Plater-Zyberk stirred up in the 1980s with their “radical” approach to town planning, which was actually inspired by successful old prewar suburbs and ancient European planning principles. Over the past couple of decades, they (and co-author Jeff Speck, who is director of town planning at DPZ) have continued to deviate from the standard pattern of residential development. Along the way, home builders, architects, and consumers have embraced their New Urbanist vision of pedestrian-friendly, mixed-use neighborhoods.

Though Suburban Nation incorporates New Urbanist tenets into its proposed fixes for ailing communities, converting new believers to the movement doesn’t appear to be its primary goal. Duany, Plater-Zyberk, and Speck seem determined to make us think about why the garage-laden, income-segregated suburbs of today exist and what exactly is so bad about them. They explore the middle-class housing crisis and the unglamorous world of traffic patterns and zoning laws with gusto and intelligence. Their often-amusing examples of illogical planning practices (one planning department labels trees along a highway as “Fixed Hazardous Objects”) shock the reader into a heightened awareness of sprawl’s negative consequences.

In the can-do spirit of the traditional town movement, the three architects tell readers how to combat sprawl through old-fashioned grass-roots activism. Like true teachers, they acknowledge that theirs is not the only way, leaving room for other observers of the built environment to jump in and come up with their own alternatives to cul-de-sacs and collector roads. They’ve included two useful appendices, a Traditional Neighborhood Development checklist and a history of the Congress for the New Urbanism.

In the end, Suburban Nation turns out to be much like DPZ’s best towns: suspiciously perfect-looking, but at its heart a soundly plotted and constructed argument for how things should, and could, be.—meghan drueiding
AIA's Western International Summit 2000 is the place to earn Continuing Education Credits while enjoying picturesque Sun Valley, Utah, September 20-23. This conference will feature many programs from which you can earn credits from nationally recognized authorities in the area of lighting design, snow country design and color. These and many others infuse an already stellar lineup to make Summit 2000 a truly must-see conference. Visit www.aiasummit2000.com

CONTINUING EDUCATION EVENTS

<table>
<thead>
<tr>
<th>WHEN</th>
<th>THE EVENT</th>
<th>LOCATION</th>
<th>DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEPTEMBER 14</td>
<td>HVAC System and Selection</td>
<td>Kansas City, KS</td>
<td>Participants will gain an understanding of basic HVAC concepts, airside and chilled water systems. They will understand the steps taken to select the HVAC system for a building. Contact Donna Hill at <a href="mailto:dlhill@trane.com">dlhill@trane.com</a> for more information.</td>
</tr>
<tr>
<td>SEPTEMBER 15-16</td>
<td>AIDB Florida Society's Fall Conference</td>
<td>Boca Raton, FL</td>
<td>Featuring seminars such as Exterior Insulation Systems and an architectural tour of a local Addison Misner hotel. For more information contact Steve Mickley at 877-268-2602.</td>
</tr>
<tr>
<td>SEPTEMBER 28</td>
<td>Overview of the International Residential Code</td>
<td>Lakewood, CO</td>
<td>One-day seminar on plan review or design of a structure or building when considering the provisions of the IRC. For more information contact Connie Burton at 303-433-9500.</td>
</tr>
<tr>
<td>OCTOBER 2</td>
<td>Accessibility and Historic Integrity</td>
<td>Alexandria, VA</td>
<td>Learn how to preserve the significance and integrity of historic structures, while making them accessible to people with mobility, hearing, sight and other disabilities. Contact Jere Gibber at <a href="mailto:info@npi.org">info@npi.org</a>.</td>
</tr>
<tr>
<td>OCTOBER 23</td>
<td>Energy Efficient Roof Design</td>
<td>Rockville, MD</td>
<td>Learn how to calculate insulation needs and how to pick compatible insulation and membrane systems. Understand energy codes related to roof systems. For more information contact Debbie Cangialosi at <a href="mailto:rieiroof@aol.com">rieiroof@aol.com</a>.</td>
</tr>
</tbody>
</table>
Some buyers can find fault with anything. Anything but the quality of a Milgard Window.

You may get called about this, that and a million other things. But you won’t get called on the quality of Milgard Windows. Because from our patented designs to our industry leading warranty, Milgard Windows are built to exceed the most exacting standards — our own.

At Milgard, we use only proven, time-tested materials. We insist on impeccable workmanship. And just to be safe, we put our windows through torture. If they don’t look great and perform flawlessly in blistering heat, brutal cold, severe winds, driving rain and other extreme conditions, they don’t go out the door. Because when it comes to quality, we’re the biggest stickler of all. Guaranteed.

For the location of the Milgard dealer nearest you, call 1-800-MILGARD, or visit our web site at www.milgard.com.
Milgard WoodClad™ Windows — enduring beauty under the ugliest of conditions.

- WoodClad Windows from Milgard feature select vertical-grain Douglas fir on the interior, offering a warmth and beauty you just can't find with an ordinary pine window.
- Durable pultruded fiberglass on the exterior of our WoodClad windows provides a maintenance-free barrier to just about any weather extreme.
- Nearly limitless design possibilities abound, with simulated divided lites, beautiful hardware options and four exterior color choices — White, Sand, Bronze and Hunter Green.
- To ensure our WoodClad products will stand up to anything Mother Nature can throw their way, Milgard's rigid testing program includes soaking, baking, freezing, and boiling.
perspective

a sense of community

john mutlow devotes his los angeles practice to socially responsible affordable housing.

by john mutlow, AIA

while working in London after my 1967 graduation from the Architectural Association there, the first project I was engaged on was the design of council housing, low-income housing owned by the local borough or city authority. The architectural was intense.

departments of several London boroughs were at the forefront of council housing design at that time, and discussion about the social and design aspects of this type of work was intense.

One local firm that left a personal imprint on me was Nicholas Grimshaw Architects. In particular, the firm's design for an apartment tower block clad in anodized aluminum and overlooking Regents Park in west London (1968) ingrained in my memory the potential power of new materials and of existing materials used in different ways.

Later, after moving to America and attending graduate school at UCLA, I became involved in improving the dilapidated housing conditions of Pico Union, an inner-city, predominantly Latino immigrant community adjacent to downtown Los Angeles. My interest in social housing was rekindled; today it is a mainstay of my private practice in affordable housing.

talking tenants

Before taking on an affordable housing project, architects need to decide on a basic premise. Are we providing housing for tenants to live in, or are we providing a sense of community? If we are providing a sense of community (my preference), we need to see the tenants—and the tenants need to see themselves—as participants who are important to the success of their housing project. Then they are more likely to consider the housing as their home and take pride in their place of living. This will not only elevate their sense of well-being—it will also reduce maintenance costs, because it gives them more reason to take care of their home. Good design responds highly to the functional and psychological needs of the user.

Although it may not be the most critical issue with the client, design is at the forefront of all my affordable housing work. I strive to see yesterday's and today's projects as stepping-stones to future housing projects and to address issues of appropriateness, place, time, and function.

yorkshire planning

An examination of a particular project, Yorkshire Terrace in Los Angeles, may help to clarify several elements of my design approach. Yorkshire Terrace includes many of the processes and procedures that I customarily follow in the design of a project and is, therefore, fairly representational of my work.

This affordable infill family housing project is located in Pico Union. It was developed by a local community group, Pico Union Neighborhood Council (PUNC), and is situated within one of L.A.'s Neighborhood Development Districts. PUNC received financial assistance from the local Community Redevelopment Agency in the form of a land "re-use appraisal," a euphemism for a lower land cost, with HUD providing construction insurance and rental assistance (subsidy) through the 236 program.

The site was three contiguous standard lots, but the existing traditional and historical community was made up of single lots with two-story, single-family

continued on page 26
When you’re trying to realize a vision, sometimes you have to look beyond the expected.

Silver Line makes high-style, solid vinyl windows with a multitude of design innovations. Compared to wood, they’re less work to maintain and easier on the budget. An incredible variety of sizes, shapes and options help make Silver Line windows true building blocks for the imagination.

The best thing about selling or installing Silver Line windows is knowing that their quality will stand the test of time. Our QC and testing are so rigorous, you can be sure our windows will stand up to almost anything Mother Nature throws at them. In fact, we back every window with a lifetime warranty. For either new construction or replacement, Silver Line windows are always the best value. So the only customer call-backs you’ll have will be for more windows.

With Silver Line, there is no limit to the exciting ways you can help your customers see the forest beyond the trees.

Want to know more? Just ask us. Visit us at www.silverlinewindow.com, or call toll-free 800-234-4228.

Silver Line
Good As Gold

Circle no. 229
houses. This issue of difference of scale was resolved by designing two slab buildings with a 2-foot, street-side grassy zone. The zone paralleled the setbacks of other housing on the block and established a separation between the program’s public and private functions.

The hip roof of the entrance repeats the porches of the adjacent houses. The additive elements of bay windows, stairs, and entrance porches to the courtyard facades reinforces the differentiation between the private facades facing the courtyard and the public (street) facade’s responsibility to fit contextually.

The courtyard, a typical Southern California and Mediterranean housing form, is the social gathering space and generator of the site plan. Residents have access to all the dwelling unit entrances directly from this space, which increases the possibility of informal social interaction.

The tuck-under garage was the result of a balanced cut-and-fill objective. Because the cost of removing excess dirt to lower the garage was greater than the cost of increasing the building volume, we were allowed 10-foot ceiling heights in the rear units’ living/dining rooms.

A north-south axis courtyard receives less shade and therefore more sun during the winter. This permitted a narrower courtyard than an east-west axis would have, freeing up more of the site for the living units.

Through the active participation of Yorkshire’s future residents in the design process, many of their desires and needs were incorporated into the program.

Strategic terminology was critical. A “gazebo” was a nonallowable expense, but in L.A.’s hot, desert-like climate, a “shaded seating structure” was allowable. Instead of calling the project an “apartment building,” we used the language of tract housing, such as “one basic unit plan with two variations or model options.”

Thus, we were able to work with an experienced tract-housing contractor and retain several of the lower tract-housing costs.

Every design and social condition included as a base element the issue of affordability.

A complete list of design elements and approaches would be much longer. But these examples do begin to provide an idea of the depth, breadth, and time commitment I have found necessary to achieve a minimal level of design excellence in affordable housing. Engaging the client, mortgage lender, user, and community early in the design process has led to earlier, less costly design solutions.

**Listen more, talk less**

This sense of rapport has been especially positive with continuing clients. They begin not only to believe in the feasibility of their projects but also to rely on our office to mesh design with affordability, to successfully resolve design issues or problems, and to generate new solutions when the situation requires it. Our approach is never static. With new agencies, a change in personnel, or simply with passing time, one must pay attention to the evolving ways, needs, and progress of the affordable housing market.

If I could make a single suggestion to architects involved in housing, it would be to listen more and talk less. Understand the language of the client, the nonprofit sponsor, the governmental agency, and the finance agency. Involve that language—not the language of the architect—in the development and explanation of your designs. Assess and respond to the client’s needs, all the while refining and expanding your own ideas and thoughts. ra

John Mutlow, FAIA, has won numerous awards for his affordable housing work in Los Angeles.
Go ahead, tee up to hit an Alternadoor, but don’t expect it to dent. That’s right, our fusion-crafted doors are made to resist dents, which curtails the need for repairs after installation. These high-performance doors also feature a beautiful, wood-like appearance. For more information, call 800.877.9482 x A6 or visit www.alternadoors.com. Caddies are standing by.
Tune In.

SelectSound® Sound Quality System

Theater-quality sound is a major asset in today's custom homes. And the Owens Corning SelectSound Sound Quality System is designed to provide it. Elegant, acoustically engineered wall panels absorb and reflect sound as needed—allowing you to "tune" any room for optimum acoustic performance. It's one smart part of our total acoustic solution.

THE NEXT WAVE IN HOMES IS CUSTOM ACOUSTICS.

Tune Out.

QuietZone® Noise Control System

Working. Sleeping. Escaping. Whatever the reason, more customers are asking for dedicated "quiet zones" within their homes. Owens Corning's integrated QuietZone Noise Control System absorbs, blocks and isolates undesirable noises, turning any room into an oasis of peace and tranquility. It's one smart part of our total acoustic solution.

For more information, visit our website at www.owenscorning.com or call 1-800-GET-PINK
AMADEA
Luxury Faucets & Accessories in
Coordinated Design
Found in luxury homes throughout the world.
First choice of the world-class Phoenician Resort, Scottsdale, Arizona.

7845 East Paradise Lane
Scottsdale, AZ 85260
Tel: 480-951-2675
Fax: 480-951-7165

Circle no. 315
the good times keep on rolling. Buoyed by low unemployment rates and record consumer spending, the current economy's possibilities seem limitless. And nowhere is that promise felt more strongly than in the housing profession. Americans are madly in love with their homes. Single-family dwellings are being built at a pace of nearly a million a year. And at 6 million units annually, the rate of existing home sales is still rising. 

"The housing industry has been a good deal stronger for the last two or three years than virtually anyone's been projecting," says economist Kermit Baker, of Harvard's Joint Center for Housing Studies. "For reasons that aren't apparent, numbers have continued to rise well beyond what seems to be the need for new housing given the demographic trends."

That's not news to architects, who've been operating at a faster spin since the mid-1990s. Fresh from the AIA convention in Philadelphia, architect Michael Hauptman, AIA, of Brawer & Hauptman, Philadelphia, put the times into perspective: "Ten years ago, as you got architects together for discussion, it was inevitably about the awful job market and the low fees. This group of architects almost without exception talked about the difficulty of finding people to work for them."

The booming economy has heaped both blessings and curses on architects, and firms that have withstood the relentless pressures are wiser now than they were five years ago. Large and small offices alike have swiftly devised new ways to manage the workload and their clients' expectations, working not just harder, but smarter. They will emerge in the next economic cycle with better trained staff, more diversified practices, sophisticated computers, and more firmly held principles.

Indeed, there are some signs the economy is cooling. Baker predicts that in the next year or two, the Federal Reserve will be much more aggressive at keeping consumer spending in check. "I have a hunch we're going to see some decline in residential construction over the second half of this year and into 2001," he says.

supply and demand
Architect Colleen Mahoney, AIA, would welcome the breathing room. Mahoney Architects' geographic range includes Sonoma County, Calif., which attracts Silicon Valley residents looking for a less crowded place to live. The seven-person office averages 20 projects a year, yet gets a call a day from prospective clients—a familiar story. It's not only her office that's backed up, but the whole system is log-jammed, she says, with engineers, contractors, and city planning departments tied up months in advance.

Although she plans to continued on page 32
The right door can make any place more inviting.

Now, think what our custom doors could do for your home. A door with no boundaries, save those of your imagination. A door handcrafted in the Old World style from the most beautiful hard woods available: Genuine Mahogany, Cherry, Maple, Walnut and Northern Red Oak. International Wood Products can deliver this door. All the way from your mind straight to your dream home. 1-800-877-9482 ext. 1WP2 www.iwpdoor.com

©1993 JELD-WEN, Inc. All rights reserved. JELD-WEN, IWP and the IWP logo are registered trademarks of JELD-WEN, Inc. Klamath Falls, OR.
add one or two people to her practice, Mahoney is adamant about staying small so she can offer the personal touch. Rather than risking staff burnout by asking employees to work overtime, she's held the line on workload, becoming more selective of clients and projects. Perhaps best of all for the profession, she's been proactive about educating clients that design is a thoughtful process.

"With cell phones and Palm Pilots, people expect such instant responses," she says. "We're not an action film. Mistakes are made when a design isn't well jelled." Mahoney is working with her attorney to come up with contract language explaining that good architecture takes time. Meanwhile, clients who are willing to wait sign a contract that specifies a starting date, but Mahoney stresses that progress may be slowed by components beyond her control. "Most people are getting that," she says.

Booked contractors are really a blessing in disguise, notes Brian Brand, AIA, president of Baylis Architects, a 41-person firm in Bellevue, Wash. "Projects that go slower tend to be better thought out. Owners also make mistakes in their decisions, then second-guess themselves, resulting in time-consuming revisions to drawings." Even before this tight market, Baylis Architects was pushing for a longer time frame for design. And in the last six months, Brand says, people have been more willing to oblige.

Architect Jill Neubauer, Falmouth, Mass., has noticed, too, that the boom has helped force clients' expectations into line with reality. "People start out overly optimistic and in our first meeting we review a more realistic budget and schedule," she says. "Usually they're way off on both of those. Then they start saying, 'I'm not going to have this money in six months. I'll have it in a year and six months.' There's a lot more client education. You can tell it like it is rather than them demanding things."

3. Diversify your practice. When discretionary income slips, custom residential work is the first to feel the pinch. Broaden your relationships and expertise, and you'll be in a position to leapfrog into other areas less affected by the cash squeeze. For example, a lot of residential clients own businesses, and you can leverage that relationship into commercial or retail work. "There's nothing more intimate than to design someone's home," Tardif says. "Architects often fail to capitalize on the trust they're developing. It's as easy as saying, 'Hey, would you please consider me next time you're building a facility?'"

Another way to diversify, Tardif says, is to take the next logical step in your practice—say, from designing single-family homes to similar-use projects such as multifamily housing, assisted-living facilities, or nursing homes. Or transfer your skills to another facility that uses the same building type—wood-frame construction—as a custom home. Likely candidates are small commercial structures such as day-care centers, medical clinics, and office buildings. You might then move from a day-care center to an education wing on a church or synagogue, and then to an entire place of worship. —c.w.

out of the frying pan, into the fire

"Architects have had two to three years of unexpected good luck," says Kermit Baker, Joint Center for Housing Studies, Harvard. "But I'm guessing the economy will start to slow over the next year. It would behoove architects to prepare for somewhat softer times."

Michael Tardif, director of the AIA's Center for Technology and Practice Management, suggests doing three things to bone up your business while the going is good.

1. Invest in key employees. Identify talented people in the firm. Make sure they're properly compensated and as highly trained as possible, and you will increase the likelihood of retaining them when times are tough. Begin making people partners and setting up an employee stock ownership plan.

2. Shop around for professional liability insurance. "As a general rule, the cost of insurance is inversely proportional to the state of the economy," Tardif says. When times are good, prices go down because insurance companies can spread their costs over a larger volume of business. And their costs are lower because clients are less apt to litigate when they're flush with cash.

Tardif recommends buying an insurance policy with a provision to share excess profits with the insured. "The payouts for errors and omissions won't occur until five to seven years down the road, so you're likely to see that profit sharing during the downcycle, which can offset the rising insurance costs," he says.

3. Diversify your practice. When discretionary income slips, custom residential work is the first to feel the pinch. Broaden your relationships and expertise, and you'll be in a position to leapfrog into other areas less affected by the cash squeeze. For example, a lot of residential clients own businesses, and you can leverage that relationship into commercial or retail work. "There's nothing more intimate than to design someone's home," Tardif says. "Architects often fail to capitalize on the trust they're developing. It's as easy as saying, 'Hey, would you please consider me next time you're building a facility?'"

Another way to diversify, Tardif says, is to take the next logical step in your practice—say, from designing single-family homes to similar-use projects such as multifamily housing, assisted-living facilities, or nursing homes. Or transfer your skills to another facility that uses the same building type—wood-frame construction—as a custom home. Likely candidates are small commercial structures such as day-care centers, medical clinics, and office buildings. You might then move from a day-care center to an education wing on a church or synagogue, and then to an entire place of worship. —c.w.

continued on page 36
For generations of Americans, the luxury of raised wood panels gracing the walls of fine homes was virtually taken for granted.

Eventually, rising building costs and the scarcity of materials made raised wood panels all but impossible to afford, except in the most ambitious construction projects.

All of a sudden, fine raised wood panels are back.

Thanks to New England Classic, the warmth and beauty of fine raised wood panels is a realistic choice again. This new system will not only duplicate the look of custom millwork, it will outperform it.

Using select Grade-A sliced veneers laminated to stable engineered wood substrates, the system can be configured into endless applications, even stairways.

Veneers include oak, maple and cherry as well as paint-grade finish. And here is the best part.

New England Classic raised wood panels will cost about one-third as much as a comparable custom installation and can be quickly installed by a carpenter with a chop saw and a power nailer.

Call us on your next project. Show your client what a little wood around the house can do.

CALL TOLL FREE: 888.880.6324 OR VISIT OUR WEBSITE: NEWENGLANDCLASSIC.COM

©1999 NEW ENGLAND CLASSIC, INC.
call for entries

residential architect design awards

the second annual
residential architect Design Awards, sponsored by residential architect magazine, honor the best in American housing. Awards will be given in eight categories, encompassing custom home design, renovation, multifamily housing, single-family production housing, affordable housing, and work on the boards.

From the winners, the judges will choose a Best Residential Project of the Year.

who's eligible?
Architects and designers.
Other building industry professionals may submit projects on behalf of an architect or designer. Hanley-Wood employees, their relatives, and regular contributors to the magazine are not eligible.

what's eligible?

when's the deadline?
Enter forms and fees are due no later than December 1, 2000. Completed binders are due January 10, 2001.

where will winning projects appear?
Winning projects will be published in the May 2001 issue of residential architect magazine.

how will projects be judged?
A panel of respected architects and design professionals will independently select winners based on design excellence. They may withhold awards in any category at their discretion.

entry form
To register, you may do any of the following:
call Shelley Hutchins at residential architect, 202.736.3407
mail this form to Shelley Hutchins, residential architect Design Awards 2001, One Thomas Circle, N.W., Suite 600, Washington, D.C. 20005
fax this form to Shelley Hutchins at 202.785.1974.

Name
Title
Firm or Company
Address
City/State/Zip
Telephone and Fax

Send more information.
Please send entry binder(s) and instructions now (must be prepaid)
Payment for standard entries at $125 each and/or
On the Boards entries at $95 each is enclosed.
Check for $(payable to residential architect) is enclosed.
VISA  } MasterCard  } American Express

Card Number
Expiration Date
Name on Card
Signature

number of entries categories
1. Custom Home, 3,500 square feet or less
2. Custom Home, more than 3,500 square feet
3. Renovation (residential remodeling and additions)
4. Multifamily Housing
5. Single-Family Production Housing, detached
6. Single-Family Production Housing, attached
7. Affordable Housing (At least 20 percent of the units must be affordable to families earning 80 percent to 120 percent of the local Median Family Income. Consult your area HUD office or local government office for the MFI.)
8. On the Boards (any unbuilt project from the categories above)

deadlines entry form and fee: december 1, 2000
completed binders: january 10, 2001
Because the Best Windows Are Built Out of Your Imagination

For a FREE catalogue on Kolbe & Kolbe wood or vinyl windows and doors, call 1-800-955-8177 or visit us on the World Wide Web at www.kolbe-kolbe.com.

Circle no. 277
worked hard not to let the economy overtake her life. It helps that she shares an office building and support staff with her husband, Stephen Stimson, a successful landscape architect with a much larger practice. But she lives with the angst of occasionally turning down plum projects.

"Saying no is a personal discipline," she says. "When someone needs your help, it's a compelling thing. And one always has the feeling that you should never turn down work. You wonder, where would that project have taken me?"

A large firm, of course, has more maneuvering room. In seven years, Looney Ricks Kiss Architects, Memphis, Tenn., has grown from 33 people in one office to 160 employees in Nashville, Tenn., Princeton, N.J., and Memphis, with a one-person presence in Houston. Residential demand is still outpacing the firm's capacity. But when an A-list client comes along, Looney Ricks Kiss can at least lay the groundwork for a long-term relationship by offering to help with just part of the project.

For example, for developers of multifamily housing, the firm will do land planning, market research, or establish design guidelines. Production builders often hire LRK for schematic designs, then use local architects to develop the final product.

"The key has been to just be candid about our schedule," says Frank Ricks, AIA. "If we can't provide a final product until six months down the road, we'll work on it in segments. It's a negotiating process. Every day there's some surprise that throws you off schedule. But one advantage of being a larger firm is that we can shift staff from one project to the next if we get behind on something."

### Talent Search

Looney Ricks Kiss has experienced the same desperate search for qualified employees as other architectural offices have. That's why the firm hired a management consulting firm to be on the national lookout for compatible staff, more or less continually since 1996.

Rather than adding employees to support some external growth strategy, however, LRK's philosophy is that architectural talent will attract new business. "We didn't start these other offices to capture market share in terms of a growth strategy," Ricks says. "It's
“i’m setting goals and tracking reports month to month. i’m getting the infrastructure established to be a well-functioning machine.”

—jill neubauer, jill neubauer architects

not around numbers, but trying to grow talent within our firm and creating the culture to support it.”

Another downside of the boom is that architects being lured away from other firms often have unrealistic salary expectations—and many do find better deals elsewhere.

“We’ve had a higher rate of turnover in the last three years than in the last 28 years,” says Brand.

John Merkle, AIA, of TMS Architects, Portsmouth, N.H., refuses to buy high. He has added two people in the last several years and plans to hire two more. “We’ve had to train our staff not to respond to the spikes in the economy,” Merkle says. “It doesn’t take much to upset one firm’s salary structure by jumping at an individual you wouldn’t normally hire for that wage.” He holds the line at a midrange base salary, but attracts talent by offering a robust financial package that includes bonuses given throughout the year, profit sharing, and pension plans. “My personal philosophy is you want to hire somebody at what they’re comfortable making,” Merkle says. “If you have to offer them $10,000 less than what they want, they won’t be a good employee.”

techno tools

Whether their goal is growth or the status quo, every firm interviewed for this story has used windfalls from the new economy to buy top-drawer technology. Merkle recently continued on page 38

Introducing the Architect™ Series from KitchenAid.

A complete line of innovative built-in appliances each designed with a full wrap of shining stainless steel. KitchenAid offers professional-quality appliances and a wide variety of design options to leave a beautiful, lasting impression. To learn more about the Architect™ Series, and to view the entire KitchenAid™ line, visit our web site at www.KitchenAid.com, or call 1.800.422.1230.
linked his company’s desktop computers with a UNIX system, which lets designers work on drawings simultaneously. “It’s especially effective during a time crunch. And it’s an immensely stable system, not subject to all this ‘Love Bug’ stuff that affects the PC world,” he says.

Looney Ricks Kiss uses the Internet all day long to transmit drawings and photos to clients and its other offices—and even floor to floor in the Memphis building. The firm also requires contractors on some jobs to have digital cameras on site. If they have a question, they can take a shot and zap it via the Internet to the office, where it can be blown up and the problem resolved in a matter of minutes.

A year ago, LRK embraced technology at a whole new level with the purchase of a Polycom video conferencing system. It lets staff conduct virtually face-to-face design reviews between offices. “Being in the design business, it’s hard for us to talk without having an image,” Ricks says. “The video conferencing has been a real boost. A remote control lets us zoom in on someone’s face or a drawing detail in their notebook. We also use it as a management tool. We’ll get together on business matters where we want to see face to face.”

This has helped the firm, Neubauer says, by making meetings more efficient and oleh to small matters. “We’re establishing what business base. Now she’s focusing on running it. “For the first time, I’m taking an AIA course on the finances of a small firm and taking time to implement it,” she says. “I’m setting goals for the year and tracking reports month to month. I’m getting the infrastructure established to be a well-functioning machine.”

Brand says as his company has gotten larger, it’s been forced to revisit its delivery systems. For example, the total conversion to AutoCAD in the office in the last five years has made a lot of its drafting standards obsolete. “We’re establishing what drawings we prepare and what information we put
on the drawings to make them concise and efficient, yet affordable for the client,” he says.

With the increase from four to six partners, the firm is also setting up formal guidelines for taking on projects and the like. And, whereas until a couple of years ago the principals “did marketing with their left hands,” Baylis Architects recently hired a marketing director to broaden its image. “We built our firm on single-family custom residential work,” Brand says. “Beyond that, we have an interest in doing more urban design in emerging communities, such as mixed-use midrise buildings. We are working now on several projects between six and 20 stories tall.”

Marketing consultant Kay Lentz, of The Lentz Group, in Houston, believes that’s a wise move. “Our philosophy is you have to market for the future,” she says. “Those who have not set their niche in place are going to be the ones who go by the wayside.”

Lentz recommends using the Web to research market trends. “Look at government budgets, see what major universities are doing, and identify types of projects related to your market,” she says. “Suddenly you have a huge additional base of people you can be marketing to.”

“Too often we expect people to know who we are,” Lentz adds. “That isn’t the reality. Most people have to be educated as you shift into a new market.”

looking inward
For Looney Ricks Kiss, a firm that’s already broadened both its market and its geographical reach, the most compelling task for the future is to focus inward, creating a cohesive company culture. In the past year it has begun to explore teamwork and employee self-awareness. Currently it conducts a series of training exercises in collaboration. New employees also attend a three-day off-site session where they discuss such leadership issues as identifying personal passions and how to balance their professional and personal lives.

“The things that make sense here in the office also tend to be valuable on a personal level,” Ricks says. “I’m trying to create an environment that allows everybody to be their best. We think that’s perceivable by the client and gives us a market edge.”

Cheryl Weber is a freelance writer in Severna Park, Md.
Shelter is easy. Exhilaration is not.

This is your calling. To create an intriguing space. At your mercy are long-lasting windows that go far beyond wood and glass. E
Weather Shield
Windows & Doors

Built to your specs to create a refuge that livens things up. Call 1-800-477-6808 x2454 or visit us at weathershield.com. See the light!™

Circle no. 49
See Spot.

See Spot In A Whole New Light.

With kitchen lighting from Sea Gull Lighting your clients will see their culinary delights in a whole new light, too. With over 2,800 designs to choose from, you can easily find a Sea Gull Lighting fixture to complement any décor. If our Spot can look this good with Sea Gull Lighting, imagine what it could do for your clients!

- The patented Ambiance™ Low Voltage Lighting System creates a decorative glow under cabinets.
- Pendant style fixtures offer flexible, decorative solutions for dining areas & open spaces.
- Decorative energy-saving fluorescent lighting products provide even illumination with lower energy costs.
- Radiate broad spots of light with versatile recessed lighting products.
- Accentuate task and work areas with crisp-white Xenon disk lights.

Sea Gull Lighting
301 WEST WASHINGTON STREET - RIVERSIDE, NEW JERSEY 08075

For distribution and product information, call 1-800-347-5483 or visit our web site at www.seagulllighting.com
Superior's new direct-vent gas fireplaces are designed not only for beauty, with realistic logs and larger glass viewing areas, they're also built to install easier than ever almost anywhere. Both top and rear vent outlets give you many more location choices.

And using our new Secure-Vent™ makes installation simple and reliable. Laser-welded seams and twist-lock compression fit create a truly airtight system. The components slide together effortlessly and fit three times tighter than the industry standard! For the distributor nearest you, call 800-731-8101. He's your Superior connection.
Dan Phipps thinks architecture is like music. And in his case, maybe he’s right. Using light and shadow, solid and void, color and texture, he composes rooms as melodious and moving as any serenade. Precise, practical, elemental, his designs hit all the right notes with perfect pitch. Although he’s done many beautiful custom homes, he’s especially accomplished at kitchens and baths.

“I see some of them as pieces of music: Vivaldi, Copland, Stravinsky,” he says. “Music is part of the architecture, breaking it down into rhythms, melodies, countermelodies.” He knows what he’s talking about: He studied cello on a scholarship to San Francisco State College before switching to architecture at the University of California at Berkeley.

He grew up in San Francisco, the son of a surgeon who liked to make intricate wooden boxes for relaxation. He shares his father’s drive for precision, mingled with an artist’s love of beauty. “I’ve always had an interest in building things—boats, furniture. I enjoy seeing how things fit together,” he says. “Kitchens and baths are both intense rooms—so many functional issues, so many demands on them, especially kitchens. Function has to happen there but not feel that way.”

Phipps still resides in San Francisco and works in the city and its tony suburbs, where remodels and teardowns are the order of the day. His interventions are highly demanding, involving such challenges as historic mansions, steeply sloped sites, and California’s morass of code requirements. His clients are wealthy, sophisticated, and hard to please. And, unlike many kitchen coveters, most of his clients really use their swanky appliances and semiprecious counters. Yes, they actual-
What do his clients get for such an investment? Someone who treats a kitchen as more than just the sum of its functions. “A kitchen is not simply a room with a bunch of appliances and cabinets. It should have a sense of place. It’s just as important as a living room,” he says. “Architects used to see a house as a beautiful box with some nice rooms, but they paid no attention to the kitchen.” That’s been changing over the last decade or so, but Phipps was an earlier adopter of the “kitchen as theater” philosophy—a stage for family life. As each family member chases a Filofax full of appointments, it’s one of the few places where they can slow down, come together to fix a meal, recount adventures from the outside world.

Phipps has more than a professional interest in kitchens. An avid cook, he met his wife in a cooking class. And they both belong to a “buddy supper club,” where members gather at each other’s houses and cook big feasts. “I like being in the kitchen; I’m comfortable there,” he says. “What we do is problem solving—figuring out the drawer for the 4x5 menu cards, for chopsticks. I wouldn’t do well if we turned out widgets. I don’t like doing kitchens, I like doing spaces for people.”

give piecework a chance

Phipps’ design somehow manages to look sleek without seeming slick. It’s a talent he honed working for a commercial interiors firm early in his career. He took that job and another with a commercial architecture firm because architecture school compelled him to practice “architecture with a capital A.” There was a mystique, he says, “that the work had to be large scale.” But he preferred a
smaller, more intimate canvas. And when he launched his residential design firm in 1983, running it from his apartment in San Francisco’s North Beach neighborhood, he began humbly with piecework: remodels, additions, kitchens, and baths.

“I showed friends what I was doing almost with embarrassment,” he says. “But they said, ‘Hey, this is great. You should send it in to the magazines.’ So, I sent four or five projects to magazines and they gobbled them up.” Today, his firm has in the works a teardown, three new houses, and 15 remodels. His office, a small, converted movie theater in a slowly gentrifying corner of San Francisco’s Tenderloin district, is at capacity with a staff of 10, including five architects. Yes, he still does piecework, but the scope of those pieces has grown with the firm and with the real estate market, economy, and sophistication of residential clients. Who would have imagined a $500,000 kitchen remodel in 1983?

He’s now at the point where he turns down projects that aren’t large enough to challenge him or to contribute substantially to the bottom line. “We’re at just the right size for me. I can still see, touch, feel the projects,” he says. “Any bigger than 10 people and I’d be in a management position.”

bathroom window

If bathrooms aren’t the window to the soul, they’re at least a very intimate glimpse into people’s personal lives. Here’s where trust between the client and the architect is essential. “There’s a little bit of therapy in what we do. We create a safe place for clients to open up and reveal themselves,” says Phipps. “Listening is a key thing. You have to listen to people, spaces, surroundings, to all sorts of signals. Everybody will tell you what they want if you listen closely. You’ll learn if they can get by with one vanity, or if they need two with a partition in between.”

The bathrooms he designs aren’t overblown sybaritic retreats, they’re well-appointed spaces, thoughtfully tailored to each user. Phipps specs sleek, high-end materials but keeps them from slipping into slick by softening the quotient of gloss. Marbles are honed, not polished; metals are brushed; woods are subtly grained. “We pick the very tree we’ll use for cabinetry,” he says. “We’ll hunt for just the right screw for a towel bar.” That attention to detail is part of what sets his work apart, and how those details come together is crucial. “Surfaces, cabinets, counters, recesses, medicine cabinets—it’s the intersections that are the real challenge,” he explains. “God in the details comes from the intersection of this material and that one.”

Even though Phipps’ projects are at San Francisco’s high end, space is still an issue. Tight, stratospherically expensive lots mean making the most of available square footage and letting in lots of daylight. So, in bathrooms, he often wraps tubs and showers in large tiles—like those from Buddy Rhodes—which he carries all the way up the
walls. Glass enclosures or showers left open to the room and plenty of windows maintain the illusion of flowing space. In kitchens, wood trim segues from cabinet to window frame, then up the wall and into crown molding—like his father’s intricate wooden boxes. Translucent glass cabinet fronts keep claustrophobia at bay.

**hurry up and wait**

Such demanding work requires extremely talented craftspeople to execute. Phipps relies on long-term relationships with expert builders like Steve Stroub, of Sausalito, Calif.’s Stroub Construction, but it’s getting tougher and tougher to book his jobs in the booming real-estate market. “We used to call two or three months before we needed work to begin. Now we have to call as soon as we get the project,” he says. “We’ve got to get the contract, get the permits in line ASAP, just to stay on top of the process. Design can go as smoothly as possible and then have to wait for two years.”

The hassles have made the smaller jobs even less feasible for Dan Phipps & Associates Architects. Last year, the firm held a retreat for its employees to survey the road ahead. As a result, they decided to change course a bit. “We looked at each other, what we’re doing, what kinds of projects we want to work on,” he recalls. “We asked the question: What’s the dream? The answer was: bigger projects—and less historical work. We want to do things that reflect today’s time, materials, construction techniques. Once we articulated it, it began to happen. We started by weeding out of our portfolio the projects that represent where we don’t want to go. We used to take everything that came through the door. Now if it’s too small or not the right fit, we don’t.”

Of course, such choices are the blessing of a good economy coupled with a well-earned reputation for beautiful work. These are the best of times for Phipps, who’s managed his firm’s evolution wisely. He works long days, 7:30 a.m. to 6:30 p.m., but rarely works weekends. His clients, he insists, don’t complain. “People love it when you have boundaries. I used to do everything they asked. Now I say, ‘I do this but not that.’ Before, I would have changed myself, morphed to deal with a difficult client. Then you don’t know who you are; clients don’t know who you are.”

It comes back to the issue of trust. If clients are calling at all hours with concerns, chances are that faith isn’t there and the design and building process will prove unpleasant for everyone. “If there isn’t trust, it isn’t going to work,” says Phipps. “We’re in a boat, we’re pushing off from shore, I don’t know where we’re going, but I guarantee there’s Shangri-La out there. And they’re trusting me with their life savings. I have blind trust here, what’s it going to be?”

It’s not easy being a Pied Piper, but it helps if you have perfect pitch. ra

Clockwise from left: 1 and 2. Wrapping the walls with large glass tiles and dividing task areas with matching glass panels makes a small master bath seem much larger. A storage cabinet separates his-and-her vanities. 3 and 4. A glass shower enclosure keeps the view going in this master bath. Honing marble tiles and counter and clear-coating maple cabinetry softens the gloss quotient of such rich materials.
We're committed to the future! At EAGLE Window & Door we continue to offer a rich heritage of superior craftsmanship. Many of our employees are second- or third-generation window crafters, and remain the strength and heart of our business. That's why we're reinvesting in our community by building a new, state-of-the-art manufacturing facility. From the oldest, continually-operated window and door facility in the country (circa 1860's) to the newest, EAGLE is dedicated to carrying on a long-standing tradition. Isn't it time you experience a legacy in the making?

For information about EAGLE, call (800) 453-3633 or visit our website at www.eaglewindow.com.

© 2000 EAGLE Window & Door, Inc. - Dubuque, Iowa
An American Architectural Products Corp. Company
Circle no. 71
Let the excellence of our work be a reflection of yours.
2001 Custom Home Design Awards

Call for Entries

Custom Home magazine announces the ninth annual Custom Home Design Awards program, honoring the country's finest custom home design.

Who Can Enter
• custom home builders
• remodeling contractors
• planners, developers
• architects
• kitchen and bath specialists
• other industry professionals

Eligibility Requirements
• Entries must be true custom homes, that is homes designed and built for specific clients and specific sites.
• Projects must be completed after January 1, 1998. Projects that already have won a Custom Home Design Award are not eligible.

Judging Process
An independent panel of distinguished custom home professionals will select winners in eight categories based on quality of design, function, and craftsmanship.

There are three ways to register:
1. Complete and mail this form to Shelley Hutchins, 2001 Custom Home Design Awards
One Thomas Circle, N.W., Suite 600
Washington, D.C. 20005
2. Fax this form to Shelley Hutchins at 202-785-1974
3. Call Shelley Hutchins at 202-736-3407

Name ____________________________
Title ____________________________
Company _________________________
Address __________________________
City/State/Zip _____________________
Telephone _________________________

Send more information
Send entry binder(s) and instructions now

Here's my Payment for

____ standard entries at $125 each and/or
____ Custom Detail entries at $95 each is enclosed
____ Check for $________ payable to Custom Home is enclosed
____ Visa ___________ Master Card ___________ American Express
Card Number ______________________ Expiration Date ___________

Name as it appears on card ____________________________
Signature __________________________________________

Categories Number of Entries
1. Custom Home 3,000 square feet or less
2. Custom Home 3,001 to 5,000 square feet
3. Custom Home more than 5,000 square feet
4. Custom Kitchen
5. Custom Bath
6. Renovation (residential remodeling and additions)
7. Accessory Building (pool house, guest house, stable, etc.)
8. Custom Detail (a specific detail from a custom home)

All winning projects will be featured in the March 2001 issue of Custom Home.
The sun hath no mercy. But don't worry, Hurd windows and patio doors are built to handle the most extreme conditions nature can dish out. Our Heat Mirror™ SC-75 windows for example, significantly reduce heat gain and block 99.5% of UV rays without tints, blinds or shades. So you can build anywhere. Call us at 1-800-2BE-HURD, ext. 205. Or visit us at www.hurd.com. And get Mother Nature off your back for good.

YOU ARE NOW FREE TO BUILD™

Circle no. 42
Before the cabinets, before the fixtures, before the tile, they see the siding.
If first impressions mean anything, then James Hardie* siding means a lot. Head and shoulders above other sidings, Hardiplank* conveys a feeling of quality homebuyers will carry inside the home.

Compared to vinyl siding, it's significantly thicker. More than five times thicker than the heaviest vinyl. And with that comes a load of benefits homebuyers are looking for.

The obvious advantages are its nature-defying characteristics. It withstands hurricane-force winds, flying debris, even fire. And it's guaranteed not to rot, crack or delaminate for an incredible 50 years.

Hardiplank is quite beautiful, as well. It looks and feels like real wood (shown to the right). Same rich character. Same distinct shadow lines. Same authentic wood grain. Yet compared to wood, paint lasts up to 3 to 4 times longer on Hardiplank siding, so it's incredibly low-maintenance. That's a beautiful thing, too.

James Hardie siding's thickness and solidity allow homeowners the comfort of knowing their home is safe and secure. The very two things a recent survey showed homebuyers wanted most in a home. Why not give it to them?

Give us a call at 1-888-JHARDIE or visit www.jameshardie.com.
STEAMING TOWARD PERFECT RESULTS – WITHOUT PRESSURE.

Gaggenau’s new combination steam oven is the first built-in appliance in the world to combine the advantage of non-pressurized steaming and convection. It brings professional-style steam cooking into your home. Thanks to the precise regulation of moisture levels, meat and poultry remain tender and succulent inside while browning crisply on the outside. Vitamins and natural flavors of vegetables are preserved during cooking. And professional chefs agree there is no better way to prepare fish.

If you would like to find out more about Gaggenau’s new steam and convection oven, or other unique appliances in the Gaggenau collection, call 1-800-828-9165. Or visit us online at www.gaggenau.com/us.

THE DIFFERENCE IS GAGGENAU.

Circle no. 52
kitchen currents

"that plywood wall is like a sail full of wind.
   it gives the room a nautical feel."

—Henry Stolzman, AIA
four architects mix hot design trends with style and savvy.

by meghan drueding

material success

When it comes to seeking out unusual materials for kitchens, designers and architects are getting more adventurous by the minute. That enterprise comes through loud and clear in a Florida kitchen designed by Pasanella + Klein Stolzman + Berg of New York.

PKSB, which consulted with Cheng Design of Berkeley, Calif., on the project, designated an irregularly shaped island as the room’s focal point. Its cast-concrete base is colored with metallic powders and ornamented with pieces of wood, stone, and backlit art glass. A teak countertop holds double sinks and drainage slats for wet dishes or produce. The counter’s graceful curve, along with the bent plywood partition separating the kitchen from the hallway and dining room, makes subtle reference to the home’s oceanfront location. “That plywood wall is like a sail full of wind,” says partner Henry Stolzman. “It gives the room a nautical feel.”

Smooth, sleek materials like black granite countertops, birch veneer cabinetry, and maple floorboards form a serene backdrop for the dramatic island. PKSB also enlisted blue-green paint as a design tool, using it to create “niches of color,” in Stolzman’s words. This artful blend of restraint and resourcefulness results in a materially better kitchen.

social studies

Without a large, open kitchen, many families might not see each other at all these days. The client on this San Diego project hoped for a little more togetherness when he requested a kitchen as social center of his new home. “The house is a very simple teardown-and-rebuild, two bedrooms and two baths,” says San Francisco architect David Hecht. “The owner is a single man with a teenage daughter, and he loves to cook and entertain.”

An ongoing dialogue between Hecht and his client helped the architect design a room that practically guarantees social interaction and enjoyment. The floor plan is arranged so that a cook standing over the range can easily converse with guests in the dining room. And, since the dining room opens up to the living room via a sliding door, the owner can also take part in larger gatherings without neglecting his kitchen duties. The mixture of open shelving, see-through stainless steel mesh cupboards, and solid maple drawers makes finding cooking tools and ingredients a snap, while still providing places to hide appliances and other bulky items from view.

Hecht’s inventive use of color and light imparts a sense of fun and energy to the space. He lined the south-facing, 14-foot-high dining room wall with windows and French doors so that natural light pours in over the peninsula and through its open shelves. To satisfy California’s strict energy use limits, he designed a long, plastic-covered light box above the kitchen cabinets. This translucent soffit contains fluorescent lights, which cast their soft white glow down through the cabinets for low-cost, energy-efficient ambient light. Slightly reflective, lightly colored materials like polished maple flooring and a concrete backsplash and countertops further contribute to the room’s sunny appeal.

As the kitchen’s final plan fell into place, Hecht and his client faced a burning question. “We didn’t seem to have room for the convection oven anywhere,” the architect says. “We ended up putting it on a counter at the top of the stairs, in its own maple box.” The owner eventually plans to build a mobile cart for the oven to make it more accessible. An enthusiastic metal- and woodworker, he also built the dining room table and the kitchen’s hanging pot rack. If such innovation and teamwork suggest a larger trend among architects and their clients, count on some exciting new developments in kitchen design over the next few years.

architect: Hechtwerke Architecture, San Francisco; builder/contractor: Michael Mihos Construction, San Diego; project size: 300 square feet; construction cost: $125 a square foot
“the owner is a single man with a teenage daughter,
and he loves to cook and entertain.”

—david hecht
"the client requested something unconventional ...

she didn't want an everyday, suburban-looking kitchen."

—Jon Halper, AIA
Color, especially organic, soothing blues and greens, is a big story in kitchen design these days. So is a casual, furniture-style look. Jon Halper, AIA, used both elements to design a cliche-free kitchen renovation in Larchmont, N.Y. “The client requested something unconventional,” says Halper. “She came up with the sea-green paint for the woodwork, and she asked that we avoid using any wall-hung cabinets. Basically, she didn’t want an everyday, suburban-looking kitchen.”

Since wall-hung cabinets weren’t an option, Halper created six free-standing armoire-like storage cupboards. The floor-to-ceiling, 2-foot-deep painted wood pieces are sized to accommodate such space-consuming items as a large refrigerator, a television, dry goods, and dishware. A central, maple-topped island, like the base cabinetry throughout the room, sits atop furniture-like “feet.” It provides additional storage, a work surface, and seating, and contains a secondary sink to compensate for the 10-foot distance between the cooktop and the primary sink.

The painted ceiling grid gave Halper another opportunity to infuse color into the space, and it helps unify the kitchen and breakfast room. But it also camouflages an awkwardly placed structural beam left over from the original house. “When we came in, there was a big steel beam dividing the room in the wrong way—lengthwise,” he explains. “We didn’t want to have to drop the ceiling to cover it up, so we designed the grid around it.” In addition to disguising the offending beam, the grid has its practical purposes: One of the smaller beams holds the piping from an upstairs bathroom.

Halper used an eclectic mix of materials to underscore the room’s old and new aspects. The stainless steel appliances, backsplash, range hood, and stovetop counters make contemporary counterparts to the old-fashioned nickel drawer pulls, light fixtures, and pot rack. Sleek marble and maple countertops balance out the highly detailed woodwork. And their light shades complement the green paint perfectly. The Greenwich, Conn., architect’s strategic blend of traditional forms and modern appliances gives this kitchen staying power that’s, well, evergreen.

**architect:** Halper Owens Associates, Greenwich, Conn.; **builder/contractor:** Brenner Builders, Pound Ridge, N.Y.; **cabinetmaker:** Culin & Colella, Mamaroneck, N.Y.; **project size:** 400 square feet; **construction cost:** $400 a square foot
Views, both to the outdoors and to rooms adjacent to the kitchen, are always an important amenity in residential design. But they were vital to the plan of this kitchen in Jeffersonville, Vt., part of a new house designed for a client who uses a wheelchair. Before starting the project, Stowe, Vt., architect Milford Cushman listened carefully to the owner’s candid, thoughtful evaluation of her needs. “I’ve never had a client who was so willing to be specific about what she wanted,” he says. “She wasn’t afraid of the opportunity to get involved in the home’s design; in fact, she embraced it. She was a fabulous teacher.”

One of the insights he gained from their conversations was that accessibility isn’t always a matter of being able to physically reach things. Even though his client couldn’t do the cooking herself, she still wished to participate visually in kitchen activities. So he left the room open to a family/dining/living space, eliminating doors or any partitions that would block sight lines into the kitchen. Instead of traditional cupboards and pull-out drawers, he lined the walls with open shelves. And he placed a wheelchair-accessible counter below a set of expansive corner windows so that the owner can experience a postcard-perfect view of Vermont’s Green Mountains.

Cushman realized that overdesigning for his client and her wheelchair would be just as detrimental as ignoring the issue. “We tried to make sure there was a good balance of space, in the kitchen and throughout the house,” he says. “The openings between rooms are slightly wider than usual—just enough so that everyone feels comfortable, but not enough to be very noticeable.” The addition of a couple of closed-door cabinets, one above the range hood and one in the base of the hutch, contributes to that sense of scale and balance. He also made sure that the wheelchair can fit through the space between the kitchen’s island and the opposite wall, even when the refrigerator door is open. Yet the island sink, the refrigerator, and the cooktop are still in close enough proximity to form a highly efficient work triangle. Cushman’s skilled juggling of beauty, accessibility, and functionality has yielded a room that’s wonderfully welcoming to all its occupants.

"I've never had a client who was so willing to be specific about what she wanted; she wasn't afraid of the opportunity to get involved in the home's design; in fact, she embraced it."

—Milford Cushman
June Event Sold Out!

**ihousing**, the first Internet conference dedicated to the housing industry, debuted in Washington, DC this June, and was an unparalleled success based on the overflow of attendees, the quality of the speakers and the fervor of the networking. The housing industry came together to learn from each other and the energy was electric.

- If you missed the first **ihousing**, this is your chance to peer into the not-so distant future of the Internet-enabled housing industry.
- If you joined us in June and were energized by the potential, this is your opportunity to stay abreast of the latest trends.

Either way, **ihousing San Francisco** will have an all-new program focused on the "e" in Internet. Join us this December and learn to put the "e" in your Internet strategy.
Leading Internet and Housing Authorities Identify the Latest Trends and Solutions

Confirmed Speakers Preview

- Arthur Esch, Technology Futurist/Internet Expert
- Gary Graziano, Senior Vice President and General Manager, BuilderSupplyNet.com
- Isaac Heimbinder, Chairman and CEO, Homewrite, Inc.
- Ara Hovnanian, President and CEO, K. Hovnanian
- Kristin Kennedy, Founder and CEO, YourdDesignCenter.com
- Scott Klososky, Founder and President, Webcasts.com
- Bob Novak, VP, Business Development, ChannelLinx
- Matt Smith, President, eCalton.com, Inc.
- Artie Wu, President, Vidence

Conference Topics Preview

- New Frontiers in e-commerce
- Sales & Marketing on the Web
- Today’s Web Consumer: Who is She/He?
- Using Internet Tools to Gain Competitive Advantage
- Project Management on the Web
- Using the Web to Help Customers Make Product Selections
- Customer Relationship Marketing
- 3 Breakouts in: e-customers, e-tools and e-commerce

December 6-8, 2000

Registration Fees

Early Registration: $499 (before October 20th)
Regular Registration: $599 (after October 20th)

Conference Location

Hyatt Regency San Francisco in Embarcadero Center

"Great conference! I'm looking forward to the next one."
—Morrison Homes

"ihousing was the most substantive conference I have attended in a long while."
—InstallInc.com

Brought to you by

Corporate Sponsor

Sponsors

American Home Guides • HomeWrite • TheJobsite.com

To register or for additional information, contact ihousing at 800.774.2537.
Or email ihousing@hanley-wood.com.
Build Your Reputation on a WELL-CONNECTED House™!

CONTINUOUS LOAD TRANSFER PATH.
In new construction or older retrofits, Strong-Tie® connectors help provide the continuous load transfer path of a well-connected house.

GREATER DURABILITY.
Solid connections at and roof rafters, mean greater durability to help withstand imposed loads at critical building junctures throughout the structure.

LOW INSTALLED COST.
Engineered for quick and easy installation, Strong-Tie connectors save costs in time, labor and materials. For retrofit, remodeling or new construction, they're the first choice for professionals.

CODE RECOGNIZED.
Strong-Tie has more code-recognized connectors than any of its competitors. Since 1956, we've set the quality standard in the timber connector industry— and have earned the reputation of having no equal!

SIMPSON STRONG-TIE® CO., INC.
The World's "No Equal" Structural Connector Company
National Toll Free: 800-999-5099 Web Site: www.strongtie.com
California • Connecticut • Florida • Illinois • Ohio • Texas • Washington • British Columbia • Ontario
Circle no. 26

For extra reinforcement where it counts, choose Strong-Tie, the brand to help you get well-connected!
About As Close As It Gets To “Dad” Proof

— The Dependable, High-Gloss Acrylic Bath.

The bathtubs you install can face some pretty “rough hazards” on occasion. While other tub materials may quickly dull and show their age, acrylic is extremely hard and non-porous. So dirt, soap scum, and germs can’t penetrate. That means acrylic’s high gloss will shine for years — as will your customer satisfaction and reputation. To learn more, get your free Acrylic Consumer Guide by calling: 1-800-485-1124.

©2000 Aristech Acrylics LLC

Circle no. 6
idylls
of the bath
five master baths simplify plans, materials, and their owners’ hectic lives.

by cheryl weber

outside the box

A steam shower is high on the list for most clients. If their home is small, though, it can be a trick to fit one in. “Rather than having a little shower, people want more of a relaxing environment,” says architect Heather Faulding. “But there’s never enough room.” She devised an ingenious layout to slip a combination shower and steamer into the master bath of this 15½-foot-wide town home on Manhattan’s Upper East Side. The new bath is nestled along a skinny second-story corridor. Its three compartments—a toilet and bidet, a vanity in the middle, and a tub and steam shower—are divided by light-filtering glass block. They stretch along the axis of the house, from the bedroom on one end to the study on the other.

One of the singular features of the design is its options for shutting off or opening up the space. When pulled together, two frosted-glass doors close the entire bath to the hall corridor and open the interior chambers to each other. When the doors are opened inward, a stunning, swirled-aluminum vanity becomes part of the hallway and the rest of the bath disappears. “We didn’t want the client to have to go in and out for different functions,” Faulding says of the long, narrow space. “But we wanted privacy for the toilet and shower. This way you can have it both ways.”

When the doors are left open, the jog to the washbasin makes a pleasant stopping place in the hallway. Faulding and interior designer Margaret Davis used three mirrors—two are medicine-cabinet doors—behind the vanity to reflect the skylit hallway and a sculptural metal-and-wood stair that goes to the roof. A diagonal pattern of blue pearl granite floor tiles sums up the room’s playful geometry.

The vanity area (opposite) borrows sunlight from a skylit stairwell across the hall. Inside the bath, each room opens to another along a single axis.

The vanity area (opposite) borrows sunlight from a skylit stairwell across the hall. Inside the bath, each room opens to another along a single axis.

architect:
Faulding Architecture, New York

builder/contractor:
Scordio Construction, New York

project size:
125 square feet

construction cost:
$200 a square foot
bathing beauty

This sophisticated master bath in a 1915 Arts and Crafts home in Pasadena, Calif., gives few clues to its origins as a tiny bath and dressing room. Designed as part of a whole-house renovation, the expanded room marries materials and details from the past to the clean style and convenience of the present.

The new space includes a steam shower and a claw-foot tub, a pair of pedestal sinks, and a custom cabinet. “One of the problems of using pedestals in a master bath is that you lose counter space,” architect Georgie Kajer says. Since the room was wider than it needed to be, she solved the problem by deepening the wall behind the sinks to create a handy ledge. Its marble top is a sleek period material that matches the marble on the threshold and the chest of drawers.

In addition to extending sink-side space, the chest of drawers was designed to make the bath feel like just another room in the house. “It brings some of the character and architecture of the house into the bath,” Kajer says. So does the Douglas fir bead board, borrowed from the butler’s pantry.

The architect chose other old-fashioned fixtures, such as the claw-foot tub and lights with push-button switches. She notes, however, that the tubs only work in baths with enough square footage for a separate shower. “It’s expensive to jerry-rig them into showers,” Kajer says, “and a drag to step in and out across the tub.”

Underfoot, a bold checkerboard pattern achieves the look of mosaic tile without the tedious installation. The porcelain tiles are shipped on 12-by-12-inch squares of paper, the finished side held fast with water-soluble glue. So the sheets of tiny tiles were simply laid into the grout and the backing removed. Like the rest of the bath, it’s a fresh, utilitarian take on a timeless look.
clean sweep

In an old house with a spectacular water view, simple materials are best. They speak quietly for themselves and let the vista take center stage. So Shaker-style minimalism fits the bill in this bath, part of a remodel to a 1910 cottage on Long Island Sound. Architect Stuart Disston, AIA, brought order and warmth to its tight quarters by wrapping the walls in painted poplar planks. Recessed medicine cabinets offer unobtrusive storage. The table-type vanity, too, lends a sense of openness and lets the materials shine. Disston covered the vanity, tub, and backsplash in sea-green Vermont slate and finished them with brushed nickel faucets.

Along another wall (not shown in the photos), the architect tucked a side-by-side shower and toilet niche. Frosted glass on the shower wall shares light between the two spaces, as does another frosted glass door that encloses the water closet.

Water view or not, Disston is seeing a return to a simpler aesthetic in the bath, one that minimizes decorative trim and molding—elements people may tire of and that aren’t easily changed. “I think there’s a segment of the population that’s going to want things clean and uncomplicated, and nicer materials,” he says.

architect:
Austin Patterson Disston Architects,
Southport, Conn.

builder/contractor:
Louis E. Lee Co., New Canaan, Conn.

project size:
84 square feet

construction cost:
$347 a square foot

Smooth Vermont slate, recessed medicine cabinets, and a table-like vanity increase the sense of space in this narrow bath.
luxury liner

If this sleek master bath makes you think of a luxury ocean liner from the '30s, you've got the right idea. The clients asked architect Ned Stoll to evoke that image throughout the entire house, which overlooks Long Island Sound. Working with the interior design firm Wayne and Doktor Ltd., Stoll wrapped the bath in brushed stainless steel wainscoting, then set a countertop, cabinet, and table afloat along the perimeter. Sandblasted glass doors enclose the shower stall and a separate toilet compartment. And black granite on the floors and other horizontal surfaces keeps the look clean and minimal.

Stoll says the combination of gypsum board, stainless steel, and granite was an attempt to create a feeling of serenity and get away from a tired trend. "So many baths are all stone in one form or another," he says. "We were trying to avoid that gaudiness, to let the surfaces be less distracting."

The fittings and the light fixture over the twin sinks lend their own simple lines. So does the long ledge behind the tub. "Selected objects such as bottles and shells can be placed on the counter, letting those objects be celebrated," the architect says. Another celebrated object—a sculptural, cast-iron coat tree the clients found—is a counterpoint to the subdued design. Stoll notes that clients often like to add a favorite piece of freestanding furniture to a bath, rather than having everything built in.

The use of so much stainless steel and granite could have come across as cold. But Stoll addressed that potential problem by incorporating incandescent lighting that casts a warm glow around the room's perimeter. And on the ceiling, a huge, cone-shaped skylight brings the sky right into the bath. At night, the lights shining on the roof glass reflect the room's quiet, elegant composure.

In keeping with the bath's large scale, architect Ned Stoll chose patternless materials such as slab granite and stainless steel. "They let the surface elements of the room read," he says, "rather than a dizzying mosaic of materials."

John Herr

architect:
Partners Stoll & Stoll Architects, New Rochelle, N.Y.
builder/contractor:
R.J. Baker Contracting, Scarsdale, N.Y.
project size:
225 square feet
construction cost:
Withheld
neutral territory

Architect David Giulietti is well-acquainted with the weekend getaway. He has his own retreat on the Oregon coast and has designed several others. So he understood his clients' desire for a beach-like bath and easy-to-clean surfaces, such as this sand-toned ceramic tile countertop and floor.

The tastes of the owners, who work for high-tech companies, also run toward high design. And this neutral bath is a calm counterpoint to the playful color in the rest of the Nedonna Beach, Ore., house. But the space is livened up with such glamorous touches as glass block on the steam-shower walls, a heated, hairpin-turn towel rack, broad washbowls, and large round mirrors.

This room marks a number of trends, says Giulietti, among them a movement toward smaller master baths with higher quality materials and accessories. For example, "people might have a generous steam shower and forgo the jetted tub," he says. Roughly two-thirds of his clients also opt for raised washbasins. Besides their novel appeal, they can be more user-friendly than fixed lavs. If necessary, he says, "one bowl can be set higher for a taller husband or wife, rather than raising the whole counter."

And in many of Giulietti's designs, a decorative, wall-mounted mirror is replacing the traditional medicine cabinet, which is then absorbed into closet space. In this case, all the better to reflect the wild coastal view from windows on the opposite wall.

Cheryl Weber is a freelance writer in Severna Park, Md.
A quality window reflects on the rest of YOUR HOUSE.

It's amazing what a quality window can do for ceramic tile or fancy cabinets. But choose a window that won't perform over the long run, and other quality touches don't seem to matter. WDMA-member windows make a home beautiful and efficient inside and out. Can a marble countertop do all that?

WINDOWS, DOORS AND SKYLIGHTS MATTER.
Ask your suppliers if they're members of the WDMA. For more information about WDMA windows, doors and skylights call 800-223-2301 or visit our Web site at www.wDMA.com.
Yes, it's that easy with TrimJoist—the best choice.

- TrimJoist can be trimmed to fit onsite.
- With TrimJoist's strut webbing, you don't need a subcontractor to cut holes— that means using TrimJoist saves time and money.
- Because you don't have to cut holes in TrimJoist for plumbing, electrical or duct work like you must with other joists, it's stronger.
- Have complex angled walls? No problem with TrimJoist!
- Use our team of engineers to assist you in selecting the correct TrimJoists for your application. Contact TrimJoist today for your nearest supplier.

For more information call toll-free 1-800-844-8281. Visit our website at http://www.trimjoist.com

U.S. Patent Number 5,761,872 Additional U.S. Patents Pending Circle no. 22
off the shelf

fast food

quicker, hipper kitchen appliances keep homeowners out of the drive-thru.

mini series
Try specking this small wonder without cracking a smile. The 13-cubic-inch Half-Pint microwave offers 600 watts of power and has auto-touch controls, one-touch automatic settings, and a glass turntable that can hold a standard dinner plate. It comes in seven translucent colors: blue, orange, red, green, purple, black, and white. Sharp, 800.237.4277; www.sharp-usa.com.

quicker cooker
The Ultima wall oven uses quartz technology, microwaves, and convection to cut cooking time by as much as half, says maker. It can be operated manually or electronically, and includes pre-set cooking times for 60 dishes. The unit, shown here with a convection oven on the bottom, is available in 27-inch and 30-inch models in black, white, biscuit, and stainless steel. KitchenAid, 800.253.3977; www.kitchenaid.com.

hot hues
Don’t ask for these cookers in stainless steel. Instead, choose from 12 bright colors, including British racing green, royal blue, hunter green, and white. The model features a gas hot plate with four burners and two electric ovens; the top oven is a heat-zone unit with a broiler and the bottom is a convection oven. AGA, 800.633.9200; www.aga-cookers.com.
Rug manufacturers, time to re-tool.

Thanks to the wall-hung Tessera™ toilet system, floor-mounted models — and their accoutrements — are a thing of the past. Tessera's clean-line design puts the tank in the wall, maximizing floor space and minimizing cleaning. Want to know more about this advanced plumbing technology? Call us at 1-800-225-7217 for a free brochure. The new Tessera toilet system from Geberit. It makes rug manufacturers as mad as it makes customers happy.

Geberit Manufacturing, Inc.
1100 Boone Dr., Michigan City, IN 46360
U.S.: Phone: 219.879.4466 • Toll-Free 800.225.7217 • Fax: 219.872.8003
Canada: Phone: 450.447.2250 • Toll-Free 800.267.2250 • Fax: 450.447.0505
www.us.geberit.com
free to vent

The VL051 direct ventilation system tucks into a built-in well until needed, when it telescopes out of its hiding place and swivels directly over the cooking area. The product is part of the modular Vario System, which can be customized into numerous configurations of gas, electric, and steam cooking elements. Gaggenau, 800.828.9165; www.gaggenau.com.

range rover

Using a combination of radiant heat and microwaves, the Accellis 2X freestanding range cooks food in half the time of traditional ranges, says manufacturer, and requires no preheating. The oven comes in the standard size and depth and is available in white, bisque, black, and brushed chrome. Maytag, 888.462.9824; www.maytag.com.

speed queen

It may not be faster than a speeding bullet, but the CJ Wall oven will reduce cooking times by as much as 75 percent, thanks to a combination of microwaves and JetDirect two-way convection. The unit has a 1.9-cubic-foot capacity and can be used separately as a traditional microwave or convection oven. Thermador, 800.656.9226; www.thermador.com.

—kay tomasulo
The new wave in cabinet design.

Harbour II is like the rhythmic rolling in and out. The repetitive beads in the solid wood center panel float across the kitchen. This solid maple door style is offered in natural, hickory, medium, antique umber, honey and cinnamon. Wellborn offers standard concealed hinges, solid wood doors and drawers with dovetail construction. At Wellborn we offer quality construction with distinctive styling. Catch the design wave with new door styles and finishes from Wellborn.

WELLBORN CABINET, INC.
1-800-336-8040
www.wellborncabinet.com

LOW-E 101. FREE.

Simplify the science. Sell the benefits.

AFG has developed a simple, interactive presentation that takes the confusion out of low-E coating technology and helps you demonstrate the value of this energy saving science to your customers. It was written for consumer-level sales presentations, but it also works well as a sales training tool.

The presentation is divided into five sections: LEARN about the basics of low-E science; COMPARE your low-E options; CALCULATE your energy-efficient choices using RESFIN 3.1; a GLOSSARY; and, of course, a short commercial about AFG.

Help reduce energy consumption by marketing value-added, low-E products. Start with the facts because a little knowledge is a wonderful thing.

Visit our web site for “Getting Smart About Low-E Glass,” at afgglass.com/tools, or you may request the CD version, available in a limited quantity.

AFG Industries, Inc. · 1400 Lincoln Street · Kingsport, TN 37660
1-800-251-0441

Circle no. 291
Doctor Spec
Counter Intelligence

With so many options, there's a choice that's tops for your client.

By Nigel F. Maynard

Your client wants a custom countertop that's durable, scratchproof, stain resistant, and maintenance free. It also has to be thrifty, because the budget is tight.

That's a lot to ask. In fact, although there are many countertop surfacing materials, no one product will satisfy all of those requirements. It's up to you to help your client prioritize her wish list.

Product Guide

Carefully vetting the budget is the best way to narrow the field of choices. It's the "single most important thing in specing a countertop," says Michael Hauptman, AIA, of Philadelphia-based Brawer & Hauptman. "It all depends on what the homeowner is willing to spend."

Once the budget is established, the real work of choosing a material begins. Michele Dremmer, associate and director of interiors at Holabird & Root in Chicago, says the average client knows the broad spectrum of materials available but is unaware of their particular characteristics. It's the architect's job to steer the client in the right direction. "Most materials are durable, depending on what the need is," she says.

David Hertz, AIA, says durability is a major issue for his clients. The president of Santa Monica, Calif.-based Syndesis, a design firm that manufactures a concrete-based surfacing product called Syndecrete, says that some materials look great but will not perform well in hardworking kitchens. He encourages his clients to take a sample of the material they want and test it under their toughest conditions.

Jack Moses, of Moses Architecture, Highland Park, Ill., lets his clients choose a product and then gives them feedback about their choice. "I tell them about the drawbacks," he says. "I let them know what they can expect."

Tried and True

Plastic laminate is perhaps the most popular of all countertop surfacing materials because of its low cost, ease of installation, and design versatility. It comes in a wide variety of stock colors and textures or can be specified for a custom look. Despite the material's vulnerability to burning, fading, and delamination, many architects believe it's the best value for the price.

Jon Anderson, AIA, of Jon Anderson Architects, Albuquerque, N.M., prefers granite for cost-is-no-object counters, but agrees that laminate is the best choice for frugal gourmets. "Laminate is the most desirable thing for the money," says Anderson, who specializes in moderately priced custom work. "A custom kitchen with granite countertops can cost between $5,000 and $7,000 more than plastic laminate."

Tile is another popular

continued on page 86
Documenting how you made this baby would take all the fun out of it.

Same with architecture.

MATURE SOLUTIONS: 17 YEARS IN THE DEVELOPMENT FOR

• Building Simulation
• Intelligent Objects
• Full 2D/3D Integration

• Automatic Documentation
• Instant Visualization
• True TeamWork Functionality
• Cross Platform Compatibility

ArchiCAD®

www.graphisoft.com/ArchiCAD 800.344.3468
Visit or call for a FREE Presentation CD and the location of an ArchiCAD dealer near you.
Your Job is to Put a Roof Over Your Client's Head

Now Protect Yourself

The American Institute of Building Design has made available to its members an affordable Professional Liability Insurance program designed to insure against acts, errors or omissions of a member while rendering or failing to render professional services to their clients. The Professional Liability Program is written on a standard Architects/Engineers Professional Liability form through a nationally recognized program administrator and an A.M. Best "A" (Excellent) Rated carrier. This Professional Liability Program is available only to professional members of AIBD.

For more information please contact
AIBD - 991 Post Road East
Westport, CT 06880
(800) 366-2423, www.aibd.org

THE INVISIBLE FIRE ESCAPE

Looking like a drainpipe when closed, the JOMY® Safety Ladder opens easily into a 2 ft. wide ladder with a 14 in. safety rail. Impervious to rust or salt air, the ladder will provide a lifetime of maintenance-free operation. Thousands have been installed on government buildings, private residences, vacation homes, resorts, hotels and condominium projects along with numerous other applications.

For more information contact
JOMY Safety Products, Inc.
800-255-2591 or find us at www.jomy.com

Your successful future

starts with flawless plan.

10% OFF

Use Code 52578AY

BUILDER HOUSE PLANS.
TO BUILD BETTER HOMES.
TO BUILD A BETTER BUSINESS.

You can't build a house without a plan. Because you need to be building homes, not designing them, BUILDER magazine has developed BUILDER House Plans – a library of more than 4,000 new home designs available for purchase online. With BUILDER House Plans, you can search by designer, style, size and cost.

BUILDER House Plans are:
• Flexible – customize and alter plans to suit your needs
• Popular – market-driven designs ensure you build the homes your customers want
• Proven – backed by BUILDER magazine, the number-one magazine in the housing industry

Visit builderhouseplans.com and concentrate on what you do best – building. It's a smart plan for your business.
DRAW on the POWER of your PC

ARCHITECTURAL DESIGN SOFTWARE

VERSION 11 NOW AVAILABLE!

call 1-800-248-0164 or
visit www.SoftPlan.com for a
FREE Demonstration Package

WORKING DRAWINGS

material list &

3D modeling

cost estimate

Fully Functional and Easy to Use

Circle no. 79

Solatube®
The Miracle Skylight®

A Solatube skylight is the easiest, most affordable way to bathe your home in radiant, natural light. Solatube's ingenious, patented design features super-reflective, space-age materials that capture and channel maximum light directly where you need it. Great for dreary rooms, hallways and bathrooms. Compare Solatube with any other skylight. You'll see the difference is night and day.

- 10", 14" & 16" sizes available
- Costs less than conventional skylights
- Easily installs in about 2 hours without major construction
- Professional installation available
- Accommodates virtually any roof
- 10-year product warranty

For info on becoming a Solatube Distributor call:
800 966 7652 ext. 660

www.solatube.com

Circle no. 290
spec for budget-conscious clients. “In some designs, like a country kitchen, I really like tile,” Dremmer says. “Grout lines are a problem for many people, but some clients want the look of the grout lines for the overall effect.” Tile has problems, too, of course: It can chip and its grout lines are difficult to keep clean.

**counter offers**

When the budget increases, so do the choices. Pricier specs include solid surfacing, many varieties of stones and metals, butcher block, concrete, and newer products like Silestone, Pyrolave, Syndecrete, and Fireslate. These products carry considerable costs, but they also bring benefits.

Solid surfacing is a highly versatile stain-resistant product that repairs easily. The chameleon of counters, it mimics a number of materials, including many stones. Unlike stone, though, it feels warm to the touch—a plus for eat-in counters. Still, many architects avoid the material because they believe it looks artificial. They also claim it can be prone to warping and fading—all for a fairly hefty price tag. “I tell clients that they may as well pay a little more for granite,” says Anderson.

Concrete provides some of the most vibrant design possibilities, allowing architects to specify it in funky colors or with glass chips or other objects embedded in the surface. It’s susceptible to cracking, however, and must be resealed periodically to resist staining.

Hertz developed Syndecrete as an alternative. The cement-based composite is half the weight of concrete, but is more resistant to chipping and comes in 600 colors. Its price ranges from $80 to $300 per square foot.

Another new material is Silestone, an engineered stone manufactured by Eagan, Minn.-based Cosentino USA. It’s composed of 95 percent quartz and 5 percent pigments, resins, and binders. The manufacturer says it doesn’t require sealers, is stainproof, and resists burns and scratches. It comes in various colors and costs about $60 per square foot.

Other relatively new products are Fireslate and Pyrolave. Fireslate, a fiber-cement panel that has long been used in laboratories, is now turning up in stylish kitchens. It looks like soapstone but does not scratch or crack, says Tom Worthen, owner of Fireslate-2 in Lewiston, Maine. It costs between $24 and $34 per square foot. Pyrolave is a lava stone that comes from volcanic flows in France. The stone is cut and styled to specifications, sprayed with enamel, and fired in a kiln. Jean Pauwels, president of the North American division of Pyrolave, in Raleigh, N.C., says the product is heat and chemical resistant, waterproof, and doesn’t require sealants. It costs about $145 per square foot.

**proceed with care**

Whichever product you and your client choose, make sure you do it with your eyes wide open. Says Hauptman, “No matter how nice a material looks, sometimes it is inappropriate for the kitchen. You have to make sure the material will stand up to the heavy use.”

“The importance of the countertop is underestimated.”

—David Hertz, AIA

“the importance of countertops is underestimated. They take a lot of abuse—architects need to be very careful in selecting materials.”

—David Hertz, AIA
There comes a time
to insist on the best.

“LadyLux Plus” Pull-Out Spray Kitchen Faucet
©1996 Grohe America, Inc. • Bloomingdale, IL

www.groheamerica.com
630.582.7711 • Fax 630.582.7722
Circle no. 300
Tall and elegant... the fireplace that keeps you warm

Based on the principles of Count Rumford, the streamlined throats and smoke chambers installed in masonry fireplaces built to our specifications radiate more heat to the room, waste less heat up the chimney and burn more cleanly.

Phone: 740-922-4122
1-800-848-6166
http://www.rumford.com

SUPERIOR CLAY CORPORATION
Superior Clay Products Are Built To Last

P.O. BOX 352 UHRICHSVILLE, OHIO 44683

Circle no. 383

WHAT FUTURE SURVIVORS KNOW ABOUT...
THE STATE OF BUILDING PRODUCT DISTRIBUTION CHANNELS

Building products are the lifeblood of the residential construction industry and how they move from manufacturer through distribution to builders and remodelers impacts the profitability of every house built or remodeled.

In this groundbreaking research, PricewaterhouseCoopers conducted over 200 in-depth interviews with remodelers, home builders, dealers/retailers, distributors/wholesalers and manufacturers and convened two industry roundtables to document the changing trends in building products distribution.

It’s one-of-a-kind research, sponsored by PROSALES, REMODELING and BUILDER magazine, the three key industry publications serving dealers/distributors, wholesalers, builders and remodelers.

What you’ll get
- The eight major trends affecting the building product distribution channel
- The forces driving those trends
- Who will win and who will lose
- What conflict among the players in the channel means to you

Order Your Copy Now!

Call, mail or fax your order to:
Hanley-Wood, Inc.
Reprint Department
One Thomas Circle, N.W., Suite 600
Washington, DC 20005

Fax: 202-785-1974
202-736-3446 weekdays between 9 a.m. and 5 p.m. EST

☐ $995 + $3.75 shipping*  
Total $ _______

Please provide us with your name, address, telephone number, credit card number and expiration date.

* To order more than one copy, please contact us.
TO AN ARCHITECT, IT'S REQUIRED READING.

Natural North Country slate roofing. Durable, timeless, from the finest quarries in the world. But getting it is only one part of the equation. The application, the design, the installation are also critical.

At North Country Slate, we wrote the book on what to consider when you're considering slate. Including the opportunities and the potential pitfalls. It will help ensure that the builder and the owner appreciate at the end of the day, what you conceived in the beginning.

Call for our free Guide today.
It’s just one of the ways we're helping to bring your vision to life.

North Country Slate
Tel: (416)724-4666; Toll-Free: 1-800-975-2835; www.ncslate.com
Circle no. 295

How to take design the distance while keeping costs inside the limits.

www.glulambeams.org
ALL THE DESIGN/BUILD SUPPORT YOU NEED

APA
The Engineered Wood Association

Circle no. 390
hands on

hatch work

rebuilding a broken ceiling hatch brings the sky into a beach-house bedroom.

by rick vitullo, aia

During its 11 years in practice, the Santa Monica, Calif., design/build firm Marmol and Radziner Architecture + Construction has enjoyed its share of idiosyncratic client requests and unusual design challenges. One of the firm’s most intriguing jobs involved revamping a dilapidated sliding roof hatch above a master bedroom in Manhattan Beach, Calif.

When the homeowners bought the 1980 beach house, they were charmed by the possibility of opening up their bedroom ceiling to the outdoors, so they asked Marmol and Radziner to rebuild the broken hatch as part of a larger renovation project.

Brian Nesin, an architect on the project team, says that a big part of redesigning and refurbishing the 8-by-8-foot sliding hatch involved “waterproofing and weatherproofing the details a bit and redesigning the flashing.” The team built up both the hatch itself and the curb it rests on, making the entire arrangement taller and better able to shed rain. Because of the wet ocean air, they used stainless steel for all exposed metal parts.

The hatch rolls back and forth over the ceiling opening on wheels that follow two metal

continued on page 92
If you think all porcelain tile is created equal...

...think again.

There’s porcelain tile... and then there’s Crossville Porcelain Stone Tile. The only porcelain stone tile, Crossville was ranked highest in quality in a recent study by Residential Architect magazine. And, only Crossville features the patented CROSS-SHEEN® finish for enhanced color and improved cleanability. For best performance and selection— including stunning Questech® Metals— look to Crossville. The original... and best.

www.crossville-ceramics.com
888-465-1289, ext. 607
Circle no. 89
tracks set onto stainless-steel covered curbs on the roof. The tracks were part of the original design but were totally rebuilt by the architects. The firm also replaced the device’s motor—a standard automatic gate opener—as well as the chain drive and wheels, and they tied the motor into the computer brain of the house’s low-voltage electrical system. A standard operable skylight-type rain sensor automatically shuts the hatch on rainy days. To keep the door airtight when closed, Pemco brushes and compressible material were added to the perimeter of the hatch.

Inside the master bedroom, the architects extended the drywall on the hatch opening’s side walls up beyond the well’s top edge, thereby concealing from below all of the mechanism’s various parts. Now, when the hatch is open, nothing is visible except a welcome patch of sky.

Rick Vitullo, AIA, is founder and principal of Vitullo Architecture Studio, Washington, D.C.

got an idea?
Share clever design and construction details with your peers. Submit sketches, construction drawings, and descriptions to: Hands On, residential architect, One Thomas Circle, N.W., Suite 600, Washington, D.C. 20005.
The perfect kitchen should be limited by your imagination, not your appliances.

The complete Viking kitchen. It's designed to be attractive, not just to master chefs, but also to great architects, designers, and builders.

Viking products offer renowned performance and style in a variety of sizes, shapes, and configurations.

Choose gas, dual fuel, or electric. Built-in or freestanding.

Stainless steel or nine other finishes, with or without brass trim. It adds up to a kitchen that makes a statement.

But exactly what it should say we leave entirely up to you.

Circle no. 205
Your plans are drawn. Your design is complete. But, how well is it ventilated? Ask Cor-A-Vent, the ridge vent experts. We pioneered the “Rooft Over” ridge vent business in 1976, with our first patent. Since then, we’ve consulted with literally thousands of design professionals, helping them to specify the aesthetic and functional benefits of concealed ridge ventilation.

Proper attic ventilation helps preserve the life of the roof and structure. It also helps ensure the comfort of the occupants inside. Whatever your design calls for, from a hip roof to metal roofing, Cor-A-Vent has the application to fit your needs. Send us a copy of your roof plans, and our technical dept. will do a take-off for specifying.

Specify Cor-A-Vent ridge and eave vents – the crowning achievement of your next project. Most special application details are available by phone using our 24 hr. Vent-Fax. Also you can download the files from our website at www.cor-a-vent.com.

COR-A-VENT, Inc.
P.O. Box 428 • Mishawaka, IN 46546-0428
Phone: (800) 837-8368 Fax: (219) 258-6162
www.cor-a-vent.com

Circle no. 260

TAMLYN / FIBER CEMENT SYSTEM SOLUTIONS

Using Popular Fiber Cement?
Don’t forget Tamlyn PVC Accessories, perfect complementary products that make homes more appealing and reduce maintenance.

LAPSTART™ STARTER STRIP
U.S. Patent #5,916,095
Lapstart™ Starter Strip sets the bottom course right while providing needed impact support.

SNAPVENT®
U.S. Patents #5,799,446 #5,937,592
Snapvent®/Ezvent® PVC continuous soffit vents are the best looking, most framer-friendly vents available. Provide 9 sq.in./foot intake air flow needed to balance with exhaust vents and comply with International Building Code (50% intake / 50% exhaust) and shingle warranty requirements. Vent all sides of the home. Also vent garages to increase comfort and safety.

PERMACORNER® INSIDE CORNER
U.S. Patent #5,960,598
Permacorner® Inside Corner Resembles a wood corner piece without the maintenance headaches.

H MOLD/PLANKSEAM™ LAP SIDING CLIP
H Mold covers seams of vents and lap siding, replaces caulk which often disappears within a year.

Visit our website at www.tamlyn.com

Circle no. 382

Your Feature In residential architect

Your company is featured in residential architect. Share this honor with your clients and associates through professional custom reprints—marketing materials that are as unique as your designs.

- Include with marketing materials, proposals, and plans
- Display in your office
- Distribute at trade shows and events
- Create a direct mail piece
- Reinforce your professional standing with clients

To order reprints of your company’s feature from this issue call (877) 734-6650

Minimum order 500 reprints
You work hard everyday to serve your clients’ needs and run your business. You shouldn’t have to work hard to get the information you need to succeed. BUILDER Online makes your job easier by delivering over 45,000 pages of home building content for home builders, residential architects and contractors.

BUILDER Online is your best source for product information, supplier links, design trends and business advice.

indispensable

Builder Online
builderonline.com
Your successful future starts with a flawless plan.

For quality interior and exterior urethane products that add value and beauty to your projects, choose Architectural Accents®

- 1000's of Standard and Custom Products available
- Clean Lines and Sharp Detail
- Easy Installation
- Low Maintenance
- Short Lead Times
- Courteous and Reliable Service

For free product literature and to find the dealer nearest you, call 800/446-3040 or visit our website at www.style-mark.com

Circle no. 265

TEAMBuilder Conference
The Aladdin Resort & Casino

20 information packed educational sessions designed to help you and your team play to win.

Categories include:
- Getting Customers to Buy
- Getting It Built
- Creating the Right Product
- Assembling the Right Team

An optional housing tour of the hot Las Vegas market is available. Contact: 800-774-2537 for more information.

ihousing Conference
Hyatt Regency San Francisco in Embarcadero Center

ihousing is the only Internet conference dedicated to the entire housing industry with a program designed for builders, dealers, distributors, building product manufacturers and Internet/high-tech companies.

If you missed the first ihousing in DC, this is your opportunity to attend an all-new program focused on the “e” in Internet. Contact: 800-774-2537 for more information.
Boen

It's amazing the difference a Boen Hardwood floor can make in almost any room. It can be installed in a day. That's the Boen difference. For more information write:

Boen Hardwood Flooring
350 Hollie Drive
Bowles Industrial Park
Martinsville, VA 24112
www.boen.com • Circle No. 401

Chadsworth's 1.800.COLUMNS®
www.columns.com

Wood
PolyStone™ FiberGlass

- Columns, pillars, pilasters, posts
- Worldwide shipping
- Competitive prices
- Interior/Exterior
- Job-site delivery
- All sizes

Idea Book: $20 soft cover, $30 hard cover. Includes Columns Product Portfolio.

Columns Product Portfolio $5.
Free flier: 1.818
1.800.486.2118

American ALDES Ventilation Corp.
4537 Northgate Court
Sarasota, FL 34234
Call 1-800-255-7749
Fax 770.962.6988
www.americanaldes.com
Circle No. 403

Columns and Balustrades

- Fiberglass Columns
- Marble/Resin Columns
- Wood Columns
- Synthetic Stone Balustrades & Columns
- Cast Stone Balustrades, Columns & Architectural Details
- Polyurethane Balustrades & Moldings

Call 800.963.3060
Fax 770.962.6988
www.meltonclassics.com

Circle No. 404
Continental Fan Manufacturing introduces the all new inclusive remote Bathroom Exhaust Kits. Providing the quietest and strongest method of bathroom ventilation, these kits utilize the popular AXC-Series duct fans in a convenient, easy-to-install kit. There are two versions of these kits: the RG (regular) and DX (deluxe). The Regular Kit is complete with all necessary pieces to install a single venting AXC100A, 100B or 150A fan (approx. 100-250 cfm). The Deluxe kits provide the same for two venting points – for the AXC150A and 200A fans (approx. 250-350 cfm). All kits are remotely mounted allowing for the quietest, strongest ventilation possible. For more information, or a free catalog, contact: Continental Fan Manufacturing Inc. 2296 Kenmore Ave. Buffalo, N.Y. 14207 Tel: 1-800-779-4021 • Fax: 1-800-779-4022

Finlandia Saunas are a cut above the rest with highest quality materials and old country craftsmanship. In fact, we still use 1”x4” wall and ceiling boards, while our competitors use only 3/4” That’s why more architects and builders come back to Finlandia again... and again... for easy and trouble free installation of any standard or custom size, as well as best finished product.
Finlandia Sauna Products, Inc. 14010-B SW 72nd Ave. Portland, OR 97224 800-354-3342 or Fax 503-684-1120 www.finlandiasauna.com finlandiasauna@worldnet.att.net

2000 MASTER CATALOG ON CD-ROM
Soon to be “Your new definitive must have reference source for the new millennium.” ARCHITECTURAL PRODUCTS BY OUTWATER has just released its Master Catalog for 2000 on CD-ROM. Featuring a fully searchable database of more than 35,000 newly introduced and regularly stocked standard and innovative architectural building component products, the CD-ROM not only furnishes end users and specifiers with complete schematics, information, pricing and photos or drawings to aid in application and purchasing decisions, it also provides a direct link to the Outwater web site for the most current, up to date product information available.

ARCHITECTURAL PRODUCTS BY OUTWATER
Call 1-800-835-4400 • Fax 1-800-835-4403
Web Site: www.outwater.com
This highly durable roofing system is available in 4 textured colors.

The innovative Dura Slate Roofing System from Royal not only replicates the classic look of natural slate but adds character to any architectural style of home. Made from Royal’s Dura Technology Process and our exclusive Roytech compound, this roofing system installs as easily as conventional asphalt shingles without the added structural costs of real slate, and is covered by Royal’s exclusive 50 year warranty.

Royal Building Products
1-800-387-2789
www.royalbuildingproducts.com

Summit Door, Inc.
Custom wood sectional garage doors. Unlimited variety of wood species and design possibilities. Create your own design or choose one of ours. Available through our dealer network or direct to the builder. Call our office or fax us your blueprint. Toll free (888) SMT-DOOR. Fax (909) 272-6367. Visit us at www.summit-door.com.

CALL www.royalcorinthian.com

ROYAL CORINTHIAN INC.
PREMIUM SYNTHETIC COLUMNS AND BALUSTRADE SYSTEMS

Jobsite delivery. • Durable and long-lasting for both interior and exterior applications. • Wide variety of sizes, styles, and finishes. • Custom orders

Patent pending balustrade system, which was designed by engineers, is easy to install.

CALL 888-265-8661
www.royalcorinthian.com  FAX (630) 876-3098

NEO SOLUTION III
SHOWER ENCLOSURE
FROM DUSCHQUEEN


Circle No. 413 Circle No. 414 Circle No. 415 Circle No. 416
NORTH AMERICAN HARDWOODS

The Hardwood Council provides free technical information to specifiers of North American hardwood flooring, mouldings, millwork and cabinetry through “Tips and Techniques,” a series of ten brochures available in print, online or on CD-ROM. A self-study test based on Tips#10: The Book Behind the Look, is available to help architects earn AIA/CES credits.

For more information, contact the Hardwood council: 412-281-4980 or www.hardwoodcouncil.com.

Circle No. 409

A Home Made Better

“Your pride of workmanship added to our enjoyment of the whole process.
We treasure our timber frame. Thank you all for making the experience as well as our home so wonderful.”
Robert Brooks, Shaftsbury, VT

Vermont Timber Frames
7 Pearl Street, Cambridge, NY 12816
Ph: 518-677-8860
Website: www.vtf.com

Circle No. 411

New Concept Louvers

would like to introduce our new line of maintenance free, stock & custom Cupola’s for 2000. Wrapped with PVC coated aluminum and copper, they are made from the same materials as our custom louvers and never require painting like wood products. They arrive in three easy to install pieces pre-cut to fit any roof pitch, and can be ordered in our stock sizes or to your specifications! We offer over 450 colors, and have many different weather vanes and accessories available. Here at New Concept Louvers, we sell value not maintenance! Call us today – 1-800-635-6448.

Circle No. 412
special advertising section
architect's showcase

INTERNATIONAL CAST POLYMER ASSOCIATION

The association representing leading manufacturers, suppliers, fabricators, and installers of cultured marble, cultured granite, cultured onyx, and solid surface. Innovative, quality designs for the kitchen and bath, including countertops, vanities, shower and tubs, sinks, and whirlpools.

Circle No. 417

European Style and Technology
EUROTEC's custom made, solid wood, Tilt & Turn Windows, Lift & Slide Doors and Folding Doors are the most energy efficient on the market today. Any size or shape window and doors to fit oversize openings. 502-637-6855

Circle No. 419

Mailboxes
Residential and Commercial

mailboxes.com
1-800-SALSBURY

Contact us for a FREE CATALOG!
- 1-800-SALSBURY
- www.mailboxes.com
- info@salsbury.com

SALSBURY INDUSTRIES
1010 East 62nd Street
Los Angeles, CA 90002-1598

Circle No. 418

Cubby Vac
www.vacsamerica.com

- Our website video shows the ease of installation
- Hose system reach of 45 feet - up to a 2000 sq. ft. home

Vacs America, Inc.
(800) 266-1526
Email: vacs@vacsamerica.com

Circle No. 421
Finally, low-cost protection against washing machine leaks and floods!

Let us build a masterwork for you

Your company is featured in residential architect. Share this honor with your clients and associates through professional custom reprints—marketing materials that are as unique as your designs.

Increase Your Profits!

VectorWorks ARCHITECT
Delivers the promise of Architectural CAD

UDA Construction Office™ 2000
Architect/Designer Version

Save $150—purchase VectorWorks ARCHITECT direct for $1140. Add rendering for only $255.

Special Price of $189.95

30 Day Money Back Guarantee!
## Ad Index

<table>
<thead>
<tr>
<th>Advertiser</th>
<th>Page</th>
<th>Circle</th>
<th>Phone No.</th>
<th>Fax</th>
<th>Website/e-mail</th>
</tr>
</thead>
<tbody>
<tr>
<td>A.I.B.D</td>
<td>84</td>
<td>63</td>
<td>800-365-2423</td>
<td></td>
<td><a href="http://www.ai">www.ai</a> bd.org</td>
</tr>
<tr>
<td>AFG</td>
<td>81</td>
<td>291</td>
<td>800-251-0441</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Alterna Doors (Part of the Jeld-Wen family)</td>
<td>27</td>
<td>301</td>
<td>800-877-9482 x.A6</td>
<td></td>
<td><a href="http://www.alternadoors.com">www.alternadoors.com</a></td>
</tr>
<tr>
<td>American Plywood Association</td>
<td>89</td>
<td>390</td>
<td></td>
<td></td>
<td><a href="http://www.gluebeams.org">www.gluebeams.org</a></td>
</tr>
<tr>
<td>American Standard</td>
<td>2-3</td>
<td>273</td>
<td>800-524-9797 x. 217</td>
<td></td>
<td><a href="http://www.americ">www.americ</a> stand-us.com</td>
</tr>
<tr>
<td>Aristech Acrylics</td>
<td>69</td>
<td>69</td>
<td>800-485-1124</td>
<td></td>
<td><a href="http://www.AristechAcrylics.com">www.AristechAcrylics.com</a></td>
</tr>
<tr>
<td>Blanco America</td>
<td>10</td>
<td>36</td>
<td>800-451-5782</td>
<td></td>
<td><a href="http://www.blanco-am">www.blanco-am</a> erica.com</td>
</tr>
<tr>
<td>CertainTeed Building Solutions</td>
<td>21</td>
<td>281</td>
<td>800-233-8990</td>
<td>610-341-7940</td>
<td><a href="http://www.certainteed.com">www.certainteed.com</a></td>
</tr>
<tr>
<td>Cor-A-Vent Inc.</td>
<td>94</td>
<td>260</td>
<td>800-837-8368</td>
<td>219-258-6162</td>
<td></td>
</tr>
<tr>
<td>Crossville Ceramics</td>
<td>91</td>
<td>89</td>
<td>888-465-1289 x. 607</td>
<td></td>
<td><a href="http://www.crossville-ceramics.com">www.crossville-ceramics.com</a></td>
</tr>
<tr>
<td>Designer Doors Inc.</td>
<td>88</td>
<td>74</td>
<td></td>
<td></td>
<td><a href="http://www.designerdoo">www.designerdoo</a> rs.com</td>
</tr>
<tr>
<td>Eagle Windows &amp; Doors</td>
<td>50</td>
<td>71</td>
<td>800-453-3623</td>
<td></td>
<td><a href="http://www.eaglewindow.com">www.eaglewindow.com</a></td>
</tr>
<tr>
<td>Fantech</td>
<td>8</td>
<td>343</td>
<td>800-747-1762</td>
<td>800-747-9915</td>
<td></td>
</tr>
<tr>
<td>Gaggenau USA Corp.</td>
<td>56-57</td>
<td>92</td>
<td>800-828-9165</td>
<td></td>
<td><a href="http://www.gaggenau.com">www.gaggenau.com</a></td>
</tr>
<tr>
<td>Geberit</td>
<td>2-3</td>
<td>273</td>
<td>800-254-9797</td>
<td></td>
<td><a href="http://www.geberit.com">www.geberit.com</a></td>
</tr>
<tr>
<td>Graphisoft</td>
<td>83</td>
<td>263</td>
<td>800-344-3468</td>
<td></td>
<td><a href="http://www.graphisoft.com">www.graphisoft.com</a></td>
</tr>
<tr>
<td>Grohe America, Inc.</td>
<td>87</td>
<td>300</td>
<td>630-582-7711</td>
<td>630-582-7722</td>
<td></td>
</tr>
<tr>
<td>Heatlstep</td>
<td>16</td>
<td>200</td>
<td>800-927-6841</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hurd Millwork Co.</td>
<td>53</td>
<td>42</td>
<td>800-228-1554</td>
<td></td>
<td><a href="http://www.hurd.com">www.hurd.com</a></td>
</tr>
<tr>
<td>IWP (Part of the Jeld-Wen family)</td>
<td>31</td>
<td>217</td>
<td>800-877-9482 x.IWP2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Jado Bathroom &amp; Hardware</td>
<td>29</td>
<td>315</td>
<td>480-951-2675</td>
<td>480-951-7165</td>
<td></td>
</tr>
<tr>
<td>James Hardie Building Products Inc.</td>
<td>54-55</td>
<td>278</td>
<td>888-6-JHARDIE</td>
<td>949-367-0185</td>
<td></td>
</tr>
<tr>
<td>Jony Safety Products</td>
<td>84</td>
<td>356</td>
<td>800-253-2591</td>
<td></td>
<td></td>
</tr>
<tr>
<td>KitchenAid, USA</td>
<td>36-37, 38-39</td>
<td>360,361</td>
<td>800-422-1230</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Knauff Glass</td>
<td>4</td>
<td>82</td>
<td>800-825-4434</td>
<td>317-398-3675</td>
<td></td>
</tr>
<tr>
<td>Kolbe &amp; Kolbe Millwork Co., Inc.</td>
<td>35</td>
<td>277</td>
<td>800-953-8177</td>
<td>715-845-9270</td>
<td></td>
</tr>
<tr>
<td>Kraftmaid</td>
<td>17</td>
<td>353</td>
<td>440-652-3503</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Maxx Inc.</td>
<td>9</td>
<td>345</td>
<td>800-463-MAAX</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Marvin Windows and Doors</td>
<td>12-13</td>
<td>99</td>
<td>800-236-9690</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Milgard Manufacturing</td>
<td>22-23</td>
<td>92</td>
<td>800-851-2591</td>
<td></td>
<td></td>
</tr>
<tr>
<td>New England Classic Interiors</td>
<td>33</td>
<td>288</td>
<td>888-880-6324</td>
<td>207-774-1685</td>
<td></td>
</tr>
<tr>
<td>North Country Slate</td>
<td>89</td>
<td>295</td>
<td>800-975-2835</td>
<td>416-281-8842</td>
<td></td>
</tr>
<tr>
<td>Owens Corning</td>
<td>28</td>
<td>373</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pella Corporation</td>
<td>C2-1</td>
<td>19</td>
<td>800-54-FELLA</td>
<td>515-628-6457</td>
<td></td>
</tr>
<tr>
<td>Pozzi Wood Windows (Part of the JELD-WEN family)</td>
<td>C3</td>
<td>222</td>
<td>800-257-9653</td>
<td>503-385-3268</td>
<td></td>
</tr>
<tr>
<td>R.H. Tamlyn &amp; Sons Inc.</td>
<td>94</td>
<td>382</td>
<td>800-334-1676</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sea Gull Lighting Products</td>
<td>42</td>
<td>20</td>
<td>800-347-5483</td>
<td>800-877-4855</td>
<td></td>
</tr>
<tr>
<td>Silver Line Building Products</td>
<td>25</td>
<td>229</td>
<td>800-234-4228</td>
<td>732-418-0190</td>
<td></td>
</tr>
<tr>
<td>Simpson Strong-Tie Co. Inc.</td>
<td>68</td>
<td>26</td>
<td>800-999-5099</td>
<td>925-847-0694</td>
<td></td>
</tr>
<tr>
<td>Sofplan Systems</td>
<td>85</td>
<td>79</td>
<td>800-248-0164</td>
<td>615-370-1204</td>
<td></td>
</tr>
<tr>
<td>Solatube, Inc.</td>
<td>85</td>
<td>290</td>
<td>800-966-7625 x. 889</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Style-Mark</td>
<td>96</td>
<td>265</td>
<td>800-446-3040</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sub-Zero Freezer Co.</td>
<td>C4</td>
<td>266</td>
<td>800-444-7820</td>
<td>608-270-3339</td>
<td></td>
</tr>
<tr>
<td>Superior Clay Corporation</td>
<td>88</td>
<td>383</td>
<td>800-848-6166</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Superior Fireplaces</td>
<td>43</td>
<td>228</td>
<td>800-731-8101</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Therma-Tru</td>
<td>19</td>
<td>58,65</td>
<td>800-THERMA-TRU</td>
<td>419-891-7411</td>
<td></td>
</tr>
<tr>
<td>Trimloft Corp</td>
<td>77</td>
<td>22</td>
<td>800-844-8281</td>
<td>601-329-4610</td>
<td></td>
</tr>
<tr>
<td>Viking Range Corp.</td>
<td>93</td>
<td>205</td>
<td>602-453-1200</td>
<td>601-453-7939</td>
<td></td>
</tr>
<tr>
<td>Weather Shield Mfg. Inc.</td>
<td>5-7</td>
<td>40-41</td>
<td>800-477-6808</td>
<td>414-289-0417</td>
<td></td>
</tr>
<tr>
<td>Wellborn Cabinet, Inc.</td>
<td>81</td>
<td>359</td>
<td>800-336-8040</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Whirlpool Corp.</td>
<td>51</td>
<td>-</td>
<td>800-253-3977</td>
<td>616-923-3785</td>
<td></td>
</tr>
<tr>
<td>Window &amp; Door Manufacturers Association</td>
<td>76</td>
<td>298</td>
<td>800-233-2010</td>
<td>847-299-1286</td>
<td></td>
</tr>
</tbody>
</table>

*Issues mailed in regional editions.*

Volume 4, number 8. Residential architect (ISSN 1093-359X) is published ten times a year in 2000 by Hanley-Wood, LLC, One Thomas Circle, N.W., Suite 600, Washington, DC 20005. Copyright 2000 by Hanley-Wood, LLC. Opinions expressed are those of the authors or persons quoted and not necessarily those of Hanley-Wood, LLC. Reproductions in whole or in part prohibited without prior written authorization. Residential architect is sent free of charge to qualified readers involved in the residential home design market. The publisher reserves the right to determine qualification criteria. Out-of-field subscription rates are: U.S., $39.95; Canada and all other countries, $U.S. $49.95; airmail is additional. Single copy price is $10.00. For subscription information write to: residential architect, P.O. Box 3241, Northbrook, IL 60065-3241. Subscriber customer service: 888.269.8410 Fax: 847.291.4816. Periodicals postage paid at Washington, DC, and at additional mailing offices. Postmaster: Send address changes to: residential architect, P.O. Box 3241, Northbrook, IL 60065-3241. This issue mailed in regional editions.
S

prawl builders call them “product”—the typical houses of suburbia.

Evidence is mounting that these tract houses (below) do not increase in value over time. They destroy the streetscapes that they define, and dealing with their deteriorating carcasses is becoming an acute problem in many second- and third-generation suburbs.

Yet it wasn’t long ago that a production house served the needs of successive generations admirably. It was the California Bungalow (above), designed in Chicago and St. Louis and used as a key element in the formation of neighborhoods and towns in the United States from 1900 to 1920.

It was unadorned and thoroughly simple in its design, and almost modern in its construction. A wooden house, the bungalow was often precut and shipped by rail to the West. Its general plan, with large rooms dedicated to public uses and small rooms to private ones, suited millions of diverse families. Tall ceilings and large windows brought ample life to its interiors.

Porches often connected the house and its garden into a single architecture. In a time of revolutionized domestic technology and living patterns, the bungalow has proved the ultimate flexible dwelling. In Pasadena, Calif., where I live and work, there are many bungalows that 100 years ago cost $200 and are now worth over $400,000.

Bungalows were an identifiable house form. Refined by traditional architectural elements—doors, windows, chimneys, porches—they served both the families they nurtured and the streets that gathered them into neighborhoods. They symbolized a home setting and a civic culture that were true to the core of this republic.

Stefanos Polyzoides is a principal of Moule & Polyzoides, Architects and Urbanists, in Pasadena, Calif.