mr. plan man
stock-plan king
don gardner
has a new scheme
up his sleeve
ONE DEDICATED REP • ONE PERSON
Stock-plan architect Don Gardner is drafting a new future for his family business. Above and cover photos by Ann States/SABA.
Building Security through Design: Protective Environments in an Open Society

American Institute of Architects
January 10–13 in Albuquerque, NM

This timely conference focuses on the balance of security issues and design. In the wake of September 11, architects and building owners face new challenges to design buildings that help protect the safety of occupants and visitors. This need for security measures must be balanced with the values of openness and accessibility in a free society. For more information contact CD Pangallo at (202) 626-7410 or cpangallo@aia.org.

Experiences in Design-Build: The Expanding Dimensions of Practice and Education

American Institute of Architects and the Association of Collegiate Schools of Architecture
February 15–17 in Atlanta, GA

This conference addresses the challenges practitioners and academics face as they strive to embrace the design-build method of delivery. For more information contact Patrick Lukas at (202) 626-7576 or plukas@aia.org. www.aia.org/pia/db.
International Builders’ Show
February 8–11 in Atlanta, GA

Sponsored by the NAHB, this convention is the premier event for the home building industry. More than 1,000 manufacturers will introduce their newest building and construction products and services. In addition, there will be nearly 300 educational seminars including design and construction, business management, land development, customer service, and more. For information call 1-800-368-5242, ext. 111.

AIA National Convention
May 9–11 in Charlotte, NC

Mark your calendar now for the AIA National convention coming up in May at the Charlotte Convention Center. A schedule of events for the convention will be available soon. For more information visit the AIA web site at www.aia.org

Introducing the new Dishwasher Series from KitchenAid. Totally redesigned, it’s flexible enough to accommodate everything from delicate stemware to large cookware. The innovative wash system is quiet yet powerful. With door panels that can be easily customized and new split controls, this dishwasher is an efficient and beautiful way to leave a lasting impression. To learn more about the Dishwasher Series, and to view the entire KitchenAid® line, visit www.KitchenAid.com, or call 1.800.422.1230.
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

Order reprints of your company’s feature from this issue

Call PARS International Corp. at (212) 221-9595

**Minimum order 500 reprints**

---

**Contributors**

S. Claire Conroy / Editor / 202.736.3312 / cconroy@hanley-wood.com

Judy H. Neighbor / Art Director / 202.736.3331 / jneighbor@hanley-wood.com

Amy Doherty / Managing Editor / 202.736.3442 / adoherty@hanley-wood.com

Meghan Drueing / Senior Editor / 202.736.3344 / mdrueing@hanley-wood.com

Nigel F. Maynard / Associate Editor / 202.736.3438 / nmaynard@hanley-wood.com

Shelley D. Hutchins / Assistant Editor / 202.736.3407 / shutchins@hanley-wood.com

Kay Engman / Assistant Art Director

Maria Bishirjian / Graphic Designer

Judith A. Thompson / Graphic Designer

Catherine Underwood / Production Director

Johanna Daproza / Production Manager

Dana Stone / Ad Traffic Manager

George Brown / Digital Imaging Manager

Betty Kerwin / Digital Imaging Coordinator

Fred Weisskopf / Digital Ad Coordinator

Donna Heuberger / Circulation Manager

Lucy Hansen / Marketing Director

Michael Boyle / Publisher

Peter M. Goldstone / President / Magazine Division

Ron Kraft / Director of Magazine Operations

Suzanne Jones / Executive Assistant

---

**Privacy of mailing list**

We rent our subscriber list to reputable companies. If you do not wish to receive promotional material from other companies, please call us, toll-free, at 888.269.8410.
inspiration n. the stimulation within the mind of some idea, feeling or impulse which leads to creative action.

Style Solutions urethane millwork and trim. With over 4,000 products, you’ll be inspired again and again. For a free product guide, please call 1-800-446-3040.

SSRA0102IN

Circle no. 331
Always sign your work.
Weather Shield

Windows & Doors

Weather into inspiration. Our windows and doors. Your mark. Call 1-800-477-6808 x 2608 or visit us at weathershield.com

See the light.™

Circle no. 25
ONE OF NEW YORK'S PREMIER ARCHITECTS
DISCUSSES VITRUVIUS, CREATIVE FREEDOM AND
THE BEAUTY OF A SEAMLESS SINK.

He’s well-versed in the aesthetics of ancient Rome. He calls his architecture “classicism with a twist.” And he’s a firm believer in Corian® solid surfaces and Zodiaq® quartz surfaces. Meet Peter Pennoyer, a timeless architect for our time.

Beauty, utility, fitness. Pennoyer believes his buildings should embody the basic principles of beauty, utility and fitness set forth by the Roman architect Vitruvius. With a strong residential focus, Peter’s designs are as functional as they are stunning. How do Corian® and Zodiaq® surfaces live up to such principles? Quite well. “They stand the test of time aesthetically and structurally,” Pennoyer says. “And they’re available in a wide range of unique colors and textures that make beautiful complements to traditional materials such as wood, tile and stone.”

Taking off from the past. “We let the past serve as a point of departure,” says Pennoyer. “Our client can count on his house being singular in its guise.” Corian® and Zodiaq® surfaces help achieve this aim. “The beauty of Corian® comes through in a great design,” Pennoyer says. “Its flexibility lets you make the most of it. Zodiaq® provides a bold contrast with its crystalline look and brilliant colors.” And with over 120 colors between them plus an array of seamless sink options, our surfaces offer you the ultimate in creative freedom. Come explore the possibilities at corian.com or zodiaq.com.
so far, so good

residential architects are in the right niche at the right time.

by s. claire conroy

W e've all enjoyed a great luxury in the past few years: a booming economy. During the boom, many talented architects found it difficult NOT to succeed. In a downturn, it takes more than natural ability in your profession to do well—it also requires some sharp business skills. Those architects who weathered the last recession may have the strongest posttraumatic-stress symptoms right now, but they're also likely the best prepared for any hit to the housing industry.

Fortunately, the housing industry is still alive and kicking. Thank you very much. While your peers practicing other kinds of architecture are struggling a little these days, residential practices are holding their own.

So far in this peculiar recession, it's the specialists who are standing strong. The generalists are getting hit from all sides. Of course, it matters what niche you're in, but for now, the housing industry is flourishing. And the kind of housing most residential architects design is especially hardy. The latest numbers from the American Institute of Architects, issued last winter, indicate that small, dedicated practices are faring better than any other kind of firm. According to a report from the AIA's chief economist, Kermit Baker, "While firms focusing on residential, commercial/industrial, or institutional buildings all expect a modest drop-off in billings [in 2002], firms with a mixed practice—those with less than 50 percent of their work in any of the major sectors—anticipate a more substantial decline.''

just say yes

The residential architects I've talked with aren't hurting yet. And even if residential construction stumbles a bit, they still may not suffer any bruises. Most of them learned important lessons from the last recession. They kept their shops lean and mean during the boom, so they aren't staff-heavy. They preferred to remain choosy about the work they took on instead of growing to grab all the dollars that knocked at the door. Many had a backlog of jobs just waiting for their time. While busy, the smart ones continued to market themselves and build their referrals through good client relations.

Those architects can keep things going simply by saying yes a little more often, after so many months of saying no. They tell me there's plenty of work out there right now, but if things slow down, they can just reapportion the number of remodels vs. custom homes they do. Instead of another blockbuster new home, they could take on a half dozen high-end remodels, which tend to keep going even in recessionary years. Remodels cost as much these days as new custom homes did just a few years ago.

Some harried architects are actually hoping for an opportunity to catch their breath. One architect told me, "We had so many projects on the boards, we could barely keep our heads above water. I'm looking forward to having time to design again—to really think a project through.''

So, oddly enough, a little slowdown might be a blessing in disguise. You might actually find a good builder available to build the house you design. That builder might even manage to assemble a team of reliable, experienced subcontractors. And you might find time to put a little more art in your architecture.

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.
TRYING TO PICK THE PERFECT Red?

CHOOSE Yellow

For complete project support, call 1-800-US-STAIN, ext. 347 or visit www.cabotarchitect.com
Letters

keep those cards, letters, and e-mails coming, folks.

defining the terms
I'd like to answer the question posed by John Holmes in his letter to the editor in the October 2001 issue of *residential architect* (page 16).

AIBD is an organization of custom residential building designers who work within the statutes of their states to design residences and light commercial projects (where allowed). The professional membership requirements for joining AIBD are strict. One must show sufficient experience, education, and referrals from within the building industry, as well as three sets of plans to be reviewed that must meet the association's minimum plan standards. Certification is available to professional members to further enhance their professionalism through the National Council of Building Designers Certification. Applicants for certification are required to pass a two-day exam consisting of nine sections ranging from ethics and engineering and design administrative procedures to design issues around us.

I hope this clarifies for Mr. Holmes and others what AIBD and NCBDC are. For more information, contact AIBD national headquarters at 800.366.2423 or www.aibd.org. Contact NCBDC national headquarters at 888.726.7659 or www.ncbdc.com.

Bobbi Morgan
Executive Director, AIBD
Stratford, Conn.

a call for coexistence
I have enjoyed reading the recent letters in response to Bob Morales' "License Unneeded" in the August issue (page 16). Surely we can all get along! Some might consider that apples and oranges can and do coexist. While the other letter writers speak from the viewpoint of licensed practitioners, Mr. Morales speaks from the nonlicensed segment of the discipline.

Are his comments about licensing vs. talent valid? The citizens of the great majority of states and the legal bodies representing them seem to think so. So, it appears, do code officials, FMHA, insurers, and—most important—clients.

Regardless of personal opinion, there coexists with licensed architects another group that engages in the residential discipline. Residential building designers practice by means of exemptions written into the architectural laws of virtually every state. How can such exemptions exist? Isn't the whole thrust of testing and licensing purported to be in the best interest of the health, safety, and welfare of the public? Maybe so, but the public seems to be doing just fine, thank you. If there were examples of structural failures, property damage, or loss of life and limb that pointed to an obvious problem regarding the lack of qualifications among these residential designers, the exemptions would not—and could not—exist.

Starting in the 1950s, a number of California designers formed a group they hoped would grow to represent the professionalism they wanted to instill in their cottage industry: the American Institute of Building Design. From those beginnings, membership has grown to include 47 states and four countries.

The residential designer who joins AIBD generally has no desire to practice "architecture" as it is legally defined, and, therefore, has no interest in or need for licensing. He or she is interested in providing the best-designed product for the client.

By the way, it appears that Bob Morales has been more than willing to go "back to school," as one of his critics suggested. I believe his exact words were: "I hope never to graduate!" An admirable philosophy.

James C. Lucia, FAIBD, CPBD
Winter Park, Fla.

high praise
Thank you for your excellent Editor column. There is no other trade publication that offers the broad vision and wisdom you project in such few lines.

You are always in the center of the many issues that affect us, the residential architects in this country. It is so energizing to find those issues on paper and with comments directed to the obvious solution. Our side of the business is normally neglected or distorted out of proportion by the traditional architectural magazine and even by our national association. We look to builders' magazines to be knowledgeable about new products and alert to the design issues around us. *residential architect* fills the gap with extraordinary class compared with the other publications. It is with great expectations that I look forward to reading your next issue.

Sydney V.P. Head, AIA
Architect
Costa Mesa, Calif.
Only powerful windows and doors can survive the powers that be. You don't find many windows and doors as mighty as these. And for many reasons. Integrity® products have a strong frame made from a superior material called Ultrex®. So superior, in fact, it prevents job-site hassles because it's durable, easy to install and able to maintain its appearance for years. Which also means fewer callbacks. What's more, Integrity windows and doors are Energy Star qualified. The Ultrex and the Standard Low E II boast remarkably high insulating properties, making Integrity products the epitome of energy efficiency.
But does that mean they’re all substance without style? Not even close. Their wood interiors await staining or finishing. There’s also a new white interior finish that’s easy to work with. And you can paint the Ultrex finish to match exterior colors, too. Put simply, Integrity products deliver what builders need from windows and doors. They look good. Withstand nature’s wrath.

And, most importantly, make your job a breeze. To find out more or see the complete line of Integrity products call 1-800-267-6941 (In Canada, 1-800-263-6161) or visit www.integritywindows.com. Built to perform.

Integrity from Marvin. Windows and Doors.
When Melanie Taylor signed on to design The New American Home 2002, an annual project sponsored by BUILDER magazine and the NAHB, she thought back to the turn of the 20th century. "It was a peaceful, relaxed time when people traveled by boat and brought back things for their homes," she says. "There was a relaxed richness to life, especially in Florida and the Caribbean, where people had easy access to water travel."

The New Haven, Conn.–based architect decided to combine elements of old-fashioned Florida- and Caribbean-style houses with the characteristics of a Southern farmhouse, thereby relating the project to its setting in Smyrna, Ga., outside Atlanta. BUILDER (residential architect's sister magazine) gave her an imaginary client: a busy, affluent couple in their 40s with elementary-school–age children. Both parents work in Atlanta's burgeoning technology sector; they want a home that's technologically advanced and suited to their modern lifestyles, but they also crave a safe, comforting escape from the outside world.

Taylor responded by designing a rambling, 6,700-square-foot plan filled with eye-catching details. The garage, styled to look like a carriage house, connects to the main house through a covered breezeway. Taylor points out that this secondary entry also works as an accessible entry, allowing a wheelchair to pass easily to the kitchen, family room, and guest suite. The master suite is secluded in a private, cottagelike wing on the other side of the main house. Romantic items like balconies, a private tearoom, and a pyramidal ceiling give the cottage the feeling of a vacation resort. "It was very important to me that the house have a playful image," Taylor says. "We all need our homes to be a haven these days. I wanted a sense of excitement and discovery to start unfolding the minute you pull in the driveway."

The New American Home's builder is John Wieland Homes & Neighborhoods, Atlanta, and the interior designer is JP Limited, also in Atlanta. The house will be open to attendees of the International Builders' Show in Atlanta, February 8 through 11, and to the general public for two weekends after the show. For more information, contact the National Council of the Housing Industry at the NAHB, 202.822.0200 or 800.368.5242, or see BUILDER's February issue in print or online at www.builderonline.com.—meghan drueding
Architect Melanie Taylor envisioned this year’s New American Home as a refuge from the stress of everyday life. So she placed a strong emphasis on outdoor living, including in the plan a disappearing-edge pool and an outdoor kitchen.

New York City–based designer Sandy Chilewich loves taking textiles out of their conventional context. This predilection led her to create Plynyl, a new flooring composed of woven vinyl fabric bonded to a high-performance urethane backing. The product is flexible, fire-resistant, durable, and low-maintenance—“a new function for something familiar,” says Chilewich.

Plynyl styles include tweed, bouclé, basket weave, and ikat, with colors ranging from naturals to metallics. Colors and styles can be mixed and matched for funky patterns or subtle statements. Wall-to-wall installations can be secured with adhesives or left loose over any hard-surface floor, because the backing material clings to smooth surfaces.

Tiles are $6.50 per square foot for 17-inch squares; wall-to-wall Plynyl is $4.75 per square foot. For more information, call the Chilewich Design Studio at 212.679.9204.—Shelley D. Hutchins

The goal of The Architect: Women in Contemporary Architecture is not to celebrate the work of leading women architects, but to showcase talented architects who just happen to be female. So says the book’s editor, Maggie Toy. What a false premise, especially given the female symbol that’s coyly embedded in the cover typography.

In fact, the book is an entirely subjective who’s who of contemporary women architects. Nearly all of the 33 subjects are American or British, and most do good work. Their profiles follow a tightly scripted format: architect photo; design statement; professional history and firm background; list of awards, publications, and clients; and two pages of the architect’s work.

The book’s narrow focus and catalog approach limit its appeal. The Architect: Women in Contemporary Architecture will be best appreciated by clients who are armchair-shopping for a female architect.—Susan Bradford Barror


Only the largest building industry trade show in the Western Hemisphere is big enough to house all of the new and improved products that Marvin Windows and Doors will showcase at the International Builders' Show in Atlanta this February. Using over twelve full-size, semi tractor-trailer trucks to transport its cargo, Marvin will fill a 4,000 square foot space, two stories high in some areas, with the latest styles and examples of the unique high-tech manufacturing processes it has to offer.

See new finishes and colors.
Marvin will unveil a tougher finish and new colors available on its popular clad aluminum windows and doors. A new high-performance finish featured at the show is designed to resist scratching, denting and weathering for fewer callbacks, saving builders time and money on the job. Marvin will also showcase a greater range and availability of color options. The new Stone White finish, for example, will be available as a standard color in Spring 2002.

Seeing is believing.
When builders visit the Marvin booth, they will see a wide-variety of its classic product offerings including the Ultimate Double Hung Windows, Impact Resistant products, Outswing French Doors and more. Numerous window and door experts will be on hand to demonstrate the quality, diversity and durability of each product.

See Marvin’s line of Integrity® Windows and Doors.
A revolutionary product line called Integrity Windows and Doors also will be displayed at Marvin’s booth this year. The Integrity line blends the classic interior of solid wood with the unmatched strength of Ultrex® exterior cladding. The Ultrex manufacturing process bonds glass fibers and liquid polyester resin to create a material that is so strong, it requires a diamond-impregnated blade to cut Ultrex to proper lengths. From sun to rain, airborne pollutants to saltwater, Ultrex stands tough against anything that Mother Nature can throw its way.

See for yourself and let Marvin make a believer out of you.

For more information about...

...Marvin’s full line of quality windows and doors, call 1-800-241-9450 or visit www.Marvin.com.

...Integrity Windows and Doors from Marvin, call 1-800-267-6941 or visit www.IntegrityWindows.com.

...the 2002 International Builders' Show visit www.BuilderOnline.com or www.BUILDERSShow.com.
It's in a class by itself.

The Marvin Ultimate Double Hung. It's not the double hung refined, it's the double hung reinvented. The most amazing design improvement being its unique sash tracking and locking system. And now, it's offered in all-wood as well as clad. So you and your clients can further express your individuality. The Marvin Ultimate Double Hungs. Can't you just see them in your plans?

For a free product brochure, call 1-800-236-9690.

In Canada, 1-800-263-6161  www.marvin.com

Marvin Windows and Doors
Made for you.
calendar

2002 lighting design awards
entry deadline: february 1

The International Association of Lighting Designers is accepting entries for its 19th annual international lighting design awards. Projects should feature permanent interior or exterior architectural lighting solutions and be completed after June 1, 1999. Shown: the Sawyer House, by Don Felts & Associates, previous winner of an Award of Excellence. For entry specifications, call 312.527.3677 or e-mail iald@iald.org.

dupont benedictus awards
entry deadline: march 1


hedrich blessing: painting with light
architech gallery, chicago
january 4–march 16

View original prints from more than 70 years of architectural photography by Hedrich Blessing photographers. This image of Frank Lloyd Wright’s famous residence inspired the name “Fallingwater.” For gallery hours, call 773.989.1927 or e-mail ArcTec200@aol.com.

nahb international builders’ show
georgia world congress center, atlanta
february 8–11

One of the biggest conventions in the world, the annual International Builders’ Show hosts more than 1,000 manufacturers and attracts more than 73,000 industry professionals from 95 countries. An educational conference boasting nearly 200 seminars accompanies the show. To register, visit www.buildersshow.com.

32nd international conference on making cities livable
carmel, Calif.
march 4–8

Attend sessions on community development, New Urbanism, sustainability, the rediscovery of public space, redesigning suburbia and edge cities, and urban design for children’s well-being. Join with city officials, planners, developers, community leaders, behavioral scientists, artists, and architects to exchange ideas and expertise pertaining to livability issues. For further details, call 831.626.9080 or visit www.livablecities.org.

national green building conference
the westin seattle
march 24–26

Sponsored by the NAHB Research Center, this annual conference focuses on innovative building technologies. Seminars cover energy-efficient design, smart growth, indoor air quality, and sustainable site design. To register, call 888.602.4663 or visit www.nahbrc.org.

continuing exhibits
Boardwalk Composite Decking and Railing products are a complete system, from decking planks and railing assemblies right down to the decorative post cap. Our system provides everything you need for design and specification support, too. When you specify Boardwalk, your client receives these compelling benefits:

- National building code approval (NER-576)
- Outstanding fastener retention
- Consistent quality and appearance
- Made of exclusive PVC-based EcoTech™ material
- Class 1 fire rating
- Greater joist spans than other composites
- Virtually maintenance-free
- Meets ADA recommendations for slip resistance
- 10 year limited warranty

Boardwalk is the ultimate decking lumber from CertainTeed, the #1 brand recognized by building professionals. Exceptional performance makes Boardwalk the better choice for decks, railings, pool and spa surrounds, boat docks and more. For information, please call 800-233-8990, code 106, or visit www.certainteed.com/bw106.
home front

little houses on the plaza

These playhouses may be for kids, but their materials and attention to detail are anything but childlike. Designed by architects, the mini masterpieces were auctioned off last October for Irvine, Calif.–based HomeAid Orange County, a charity that builds and renovates shelters for temporarily homeless children, women, and men in Orange, Los Angeles, and Ventura counties.

Architect Dave Viggiano of William Hazmalhalch Architects in Irvine says that a recent trip to France inspired his “French Country Farmhouse” (above), so he used imported 18th-century oak flooring and 19th-century barn wood for authenticity. He also made the little abode wheelchair-accessible, and gave it a natural stone wall and a hayloft.

Architect Thomas Stephens of Los Angeles–based KB Architecture turned to Robert A.M. Stern and Frank Lloyd Wright for inspiration. His “Lighting the Way” house (left) has a standing-seam copper roof, custom cabinetry, and natural wood shingles. “We tried to present something that represents the kind of work we do,” says Cecil Hernandez, director of design for KB Architecture.

Ultimately, the fund-raiser was about lending a hand. HomeAid’s Project Playhouse auction raised more than $360,000, says communications manager Delene Garbo. Final bids for the playhouses ranged from $6,000 to $70,000. —nigel f. maynard

market me

The Washington, D.C., chapter of the American Institute of Architects has launched a new magazine—with a twist. Unlike most chapter pubs, the four-color glossy targets a consumer audience, not a professional one, thereby providing the association’s 1,800 members with a slick, ready-made marketing tool.

“We already have a fine newsletter directed at our membership,” says chapter executive director Mary Fitch. “We thought this was a colorful way to get across to the public what an architect can do for them.” The new quarterly, AIA/DC Magazine, focuses not only on projects—commercial, institutional, and residential—but on such consumer-friendly topics as how to work with an architect, says Fitch.

The publication is mailed to chapter members and is available free at D.C.–area bookstores. Interested readers can also be added to the mailing list.

How can the chapter afford such an endeavor? “We pay the publisher nothing,” says Fitch. “They sell the advertising, and we fill the editorial pages.”

All writing is done in-house or for free by contributors. “For the last issue, we brought in some of our architect members to write stories,” says Hannah McCann, communications manager for the Washington chapter and editor of the magazine. “It makes for a richer voice if different people are writing for the magazine.” —nigel f. maynard

24 www.residentialarchitect.com
About As Close As It Gets To “Kid” Proof

— The Dependable, Durable Acrylic Bath.

The bathtubs you install face some pretty “radical” challenges on occasion. While other tub materials may quickly show chips and scratches, the color goes all the way through acrylic. So most scratches can be simply buffed out. That means you can count on acrylic to do wonders for customer satisfaction and your reputation. To learn more, get your free Acrylic Consumer Guide by calling: 1-800-485-1124.
he ranks of empty-nesters continue to swell. But instead of buying into a golf-course resort community in the middle of nowhere, more of them want to be close to cultural events and rely less on cars, says San Antonio architect Davis Sprinkle, AIA. That’s the kind of client his firm, Sprinkle Robey Architects, and local developer James Lisschutz hope to attract with the Dallas Street Townhouses.

The three units will occupy an empty pocket between San Antonio’s business district and an old residential neighborhood. “From here you can take a cab to a symphony or ball game, and in five minutes you’re there,” Sprinkle says. The 2,000-square-foot townhomes will include a detached two-car garage, a sliver of courtyard that shoots light to the interior, two balconies, and a roof terrace with a downtown view. “We brought in a cherry-picker lift to establish the roof height,” Sprinkle says, “and raised it until we liked what we saw.” In each house, a closet with removable floor panels provides the option for a future elevator to the second-floor bedrooms.

The red, yellow, and purple stucco exteriors capitalize on the local penchant for color. “Someone once said San Antonio is the only city that considers purple a neutral,” notes Sprinkle. And the crisp composition was inspired by the work of Mexican Modernist Luis Barragán. “We’ll use wood-frame construction, so it’s very cost-effective to build,” Sprinkle says. The homes will be priced at about $100 a square foot.—cheryl weber
If seeing is believing, then you won't believe this — A casement window without intrusive locking hardware! Kolbe & Kolbe makes it possible with the Mirage® concealed multipoint locking system. While you will barely notice the slim-line handle and escutcheon, you will definitely notice the heightened convenience of tightly securing the multiple locking points from one location. Discover the hidden difference of the Mirage® concealed multipoint locking system. For more information on Kolbe & Kolbe windows and doors visit our website at www.kolbe-kolbe.com or call 1-800-955-8177.

Mirage® is a trademark of Truth Hardware.
Beauty, Brains and an A.F.U.E. Furnace Rating?

That's so sexy.

Introduce your customers to a hot new flame this season—Intensity™ from Heat-N-Glo, the most realistic gas fireplace available. When it comes to arousing the senses, Intensity will take your customers to a whole new level. It not only warms a room—it ignites the soul. But this pretty face has a practical side, too. With the distinction of its A.F.U.E. rating, Intensity can be controlled by a thermostat and even channeled to heat other rooms. Although, considering its drop-dead gorgeous looks, this is one furnace you won't want to hide. So if you're looking for a new way to turn on customers, turn them on to Intensity.

1-888-427-3973 (www.heatnglo.com or www.fireplaces.com)

Real Masonry Brick Appearance
Flame-Out-Of-Log Technology
Concealed Mystifire Burner

Heat-N-Glo
No one builds a better fire
Alumax proudly offers the availability of Brushed Nickel Finish, the circulating media in today's Bath Industry, on many of our finest products.

The added options of custom sizes, configurations and glass patterns afford the Alumax owner a solid value for a pin-money investment.
practice

disarming the citizenry

winning community support for your projects may be easier than you think.

by cheryl weber

Under the best conditions, the road to a finished residential design is circuitous. Before getting the go-ahead, the design must visit, and perhaps revisit, a series of checkpoints: owner or developer, builder, banker, budget. And many times, architects inherit an additional client with fears and hopes of its own—the local community. Not only do you have to please your immediate clients with your concept, you may also have to escort the concept through an unknown and unpredictable group of people who have little understanding of zoning codes, environmental restrictions, urban planning issues, or architecture.

"Objections can range from the simple to the bizarre," comments Long Island, N.Y., architect Stuart Narofsky, AIA, who designs single-family and multifamily housing. And because the complexions of ad hoc community associations are constantly changing, he says, the roadblocks—and the stick-holders—are often difficult to pinpoint ahead of time. “It’s common knowledge around here that I prefer classical architecture,” a community member once informed Narofsky as he walked into a meeting holding a model for a Modern home.

Architects have honed a handful of skills for helping the public make peace with a place, depending on whether their immediate client is a homeowner, a builder or developer, or the community itself. “It works from the ground up,” says Dennis Hertlein, AIA, Surber Barber Choate & Hertlein, Atlanta. “Neighborhood groups have fairly strong power. If you get their approval before going through the city review board, it’s fairly straightforward. If you don’t, it can be a very long battle.”

due process

A veteran of the town meeting, Hertlein’s strategy is to... continued on page 32
The New Pinnacle Series Line of Wood Windows & Doors

For ultimate quality and outstanding value, set your sights on the Pinnacle Series of wood windows & patio doors from Windsor Windows & Doors. Re-engineered for peak performance, long lasting durability, and beauty, Pinnacle wood windows & patio doors soar above the rest.

- Excellent Performance Ratings
- Extruded Aluminum Sash & Frame
- Re-glazeable Sash
- Dual Sealed Glass
- Easy To Operate & Maintain
- Available in a Variety of Standard & Custom Shapes & Colors

Guide your customers to the top-of-the-line windows for their top-of-the-line homes.

WINDSOR WINDOWS & DOORS

PINNAACLE

800-887-0111
www.windsorwindows.com
make early introductions to the movers and shakers of neighborhood groups. Before putting a multifamily project on the agenda at a public forum, for example, he may meet informally with key leaders to discuss the project and respond to their respective concerns, be it traffic control, visual impact, or historical relevance. Based on the heads-up, he arrives at the larger town meeting with his presentation package—photos of the neighborhood context, area maps, a site plan, conceptual three-dimensional sketches, but never a model. "It seems too final," Hertlein says. "We try to keep the drawings as flexible as possible because we're going in with the attitude that we're expecting and willing to have some neighborhood involvement."

For George Metzger, AIA, HMPH Architects, Cambridge, Mass., giving community involvement its due process is also a priority. And that begins with crystal-clear visuals. You may know your project intimately, but it's difficult for others to fully grasp how it is oriented in a neighborhood and what the boundaries are, he says. And whereas perspectives and 3-D models are useful, it's also important to relate the proposed building to something people know in the community—say, "We're going to make the top of this building exactly the height of that one."

Says Metzger: "When you use very real references, instantly people can understand the dimension of the building. If you don't make the information easy to understand, you add to the mystery and potential antagonism, inadvertently giving people the impression you're not being open."

"Community activists are extremely smart," he adds. "They know the issues, and to do anything but engage them by laying out everything at the outset only prolongs the agony. A good community process usually results in a better project, so I don't see it as something to be avoided. But it has to be managed fairly. It's important to be clear in your mind and with the citizens where their participation stops."

talking points
Those lines are precisely drawn in the minds of architects at Downing, Thorpe, James in Boulder, Colo., many of whose clients are production builders. "We're asking the community how our project relates to them, but not specifically how to design it," says landscape architect Thomas Kopf, ASLA. "That's the worst thing we can do for our client."

Kopf uses a site analysis to educate homeowners about the opportunities and constraints of a parcel of land. "Without it, they don't understand why we make some of the decisions we make," Kopf says. He talks to them about the impact of zoning ordinances and the municipality's expectations for the design. Then he moves to micro issues such as soil, slope, vegetation, drainage, and access.

Rather than showing comprehensive drawings, the firm keeps the graphics loose and conceptual, focusing on massing and open space and what it calls visioning. "We'll say, 'We haven't worked out all the details, but these are the kinds of images we'd like this community to have,' and show photos of similar projects, cutouts from magazines, and sketches. We're careful not to address the design specifics of the project, but rather the edge of the community and how they want the project to relate to them."

Conversations with the continued on page 34
INSTALLS like the wind.
WEATHERS the storm.
BEAUTIFULLY.

MILLENNIUM® PROVEN PERFORMANCE.

Millennium is the only vinyl siding that nails tight to the wall, so it's power tool-friendly. The performance result? It installs 50% faster than ordinary siding and looks 100% beautiful.

With Millennium's patented SMARTWALL TECHNOLOGY, panels “float” over minor imperfections and adjust with changes in temperature. Your homes keep that beauty. Plus your homeowners get the peace of mind and unique guarantee of the industry-exclusive “Won’t Blow-Off” Warranty. Millennium is proven, on the job, on the wall and over time.

For our Millennium Architect Packet, call 888-838-8100, code 106. Or to learn more, visit www.siding.com/1062.
neighbors about a recent golf-course housing development centered on the usual traffic concerns, and fears that the new homes would block their view of the mountains. The architects explained that, for fire safety reasons, the municipality insisted on a road connection between the two communities, but that they could mitigate those concerns by using speed bumps, narrowing the road, and planting trees on the median to make the street feel more enclosed and intimate. "We try to show that we're willing to spend money—on landscaping, fencing, or architectural design—to make the relationship between our project and their home as good as it can be," Kopf says.

The resolution of the mountain-view issue surprised the architects. The neighbors were given two choices. The first one entailed moving the development farther west, which meant running the access road along rear property lines. The second option proposed opening up select view corridors within the development. Given the choice, the community chose the solution that preserved the views for everyone. "The most important lesson was that we didn't focus so much on our project, but on the relationship of our project to them," Kopf says. "The presumption that our project was a given never left our minds."

Working in the culturally and socially complex coastal region of Oakland, Calif., Michael Pyatok, FAIA, does solicit community help to design multifamily projects in fairly detailed ways, while still holding firm on unit counts and the mix of program ingredients. On affordable projects, the goal is to make sure the design turns out in a way that's relevant to residents' needs—and thus is marketable—and to organize residents as a political force to get the project funded. In middle-income neighborhoods, the approach typically diffuses potential nimby reactions. In either case, Pyatok Associates offers three sets of community workshops—one on site planning, one on unit planning, and another explaining the appearance and character of the housing. Each group of 10 gets to play with a model of the larger neighborhood and a to-scale kit of parts that includes both continued on page 36
Three new reasons to get inspired with Cedar Impressions®.

New style.
Random Hand-Split Shakes are a great addition to the siding line known throughout the industry for Perfection and Half-Round Shingles. Made from the patented TrueTexture™ process, the 10-foot panels feature a 10" face, with a natural cedar grain texture in 6 colors.

New colors.
Enjoy more color choices from the color leader, CertainTeed. New Barn Red, Heritage Cream, Buckskin and Prairie Sand make a total of 12 to offer more variety than ever before – from subtle earth tones to dramatic darker hues.

New corner.
Now there's a Perfection Mitered Cornerpost – designed to give a beautiful matching finish to Perfection Shingle projects, with the same double 7" exposure, authentic texture and 12 colors.

Three new reasons to get inspired. All in a siding that never needs painting. Only from CertainTeed, the industry's #1 siding brand. For a free information packet, call 800-233-8990, code 1061 or visit www.certainteed.com/ct1061.
housing and nonresidential ingredients. “I’ve found that kind of involvement enriches the final outcome,” he says. “As you open the door to other opinions, the project gets massaged in unique ways that transcend the biases of the architect.”

in the trenches
Of course, the balance of power shifts even further to the people when the community is the client. Roberta Feldman, an architect, environmental psychologist, and director of the City Design Center at the University of Illinois in Chicago, is at the beck and call of neighborhoods underserved by the design and planning professions. The center, staffed by UIC students, helps neighborhood associations envision how to improve their environment, come up with schematics, and raise funds.

“Research has shown that not only do people take more ownership of a place, but they are more satisfied if they have a role to play,” Feldman says. “Also, people have a tendency, if you ask them what they want, to speak to only what’s familiar. They can’t express a preference for what they haven’t experienced. So they prefer what’s dominant in our culture, even if it’s inappropriate for the way they’re living. One of the roles an architect can play is to help people understand what their options are.”

For example, Feldman has found that a lot of low-income residents say they want a single-family home, despite the fact that many of them live collaboratively, baby-sitting and cooking for each other. So, in some cases, the center has proposed building two-family houses. Resistance from the larger neighborhood was overcome when the architects explained why the model works and that it would be designed to look similar to other, single-family homes. “I’ve never come out with a wild, way-out building in terms of style for low-income people,” Feldman says. “Stark, Modernist forms stigmatize them. For low-income housing, there are good reasons to make it contextual and fit into the community.”

Michael O’Brien, AIA, Neighboring Concepts, Charlotte, N.C., also gets invitations from community groups to help revitalize neighborhoods. The firm’s projects usually include a

continued on page 38
HE MAJESTIC DESERT, BY GRAYSON SAYRE • ROOF BY CERTAINTEED

A Work of
Substantial
Style
by an
American
Master.

Circle no. 56

THE WORK OF AN ARTIST IS UNMISTAKABLE. AND IN BOTH
STYLE AND SUBSTANCE, A ROOF COVERED WITH GRAND
MANOR SHINGLE® IS, UNMISTAKABLY, A WORK OF ART.

THE HEAVIEST ASPHALT SHINGLE EVER MADE, GRAND
MANOR PROVIDES VIRTUALLY FIVE FULL LAYERS OF
PROTECTION WHEN INSTALLED. AND WITH A LIFETIME,
LIMITED, TRANSFERABLE WARRANTY* WHICH PROVIDES
REIMBURSEMENT FOR FULL REPLACEMENT COSTS SHOULD
A MANUFACTURING DEFECT OCCUR WITHIN TEN YEARS OF
APPLICATION, YOUR INVESTMENT IN GRAND MANOR IS
EQUALLY WELL-PROTECTED.

TO SEE THE ARTISTRY OF GRAND MANOR FOR YOURSELF,
call 1-800-233-8990 or visit www.certainteed.com

GRAND-MANOR SHINGLE

CERTAINTEED

Made under U.S. Pat. 5,181,361, 5,209,022; 5,267,669; 5,375,491; 5,400,558; 5,421,134; 5,426,902;
5,521,055; 5,660,014; 5,940,094; 6,035,503 and 6,076,660. Canadian Rd. 68259 (1991), 78004 (1996),
77925 (1996). Other U.S. and Canadian patents pending. Protected under the following patents: 5,563,800.

*See actual warranty for details and limitations. 40-year warranty duration on commercial or institutional applications.
mix of residential and commercial. Part of its approach, particularly if the citizens aren't well organized, is to send in a corporate trainer to do team-building exercises focusing on neighborhood issues. "What we're asking these folks to do is difficult in the first place," O'Brien explains. "You can't put a bunch of people together who happen to live near each other and expect them to function like a well-oiled organization."

Another group-dynamics expert helps people visualize the big picture. Working with them around a table, he'll show aerial photos of the neighborhood in Photoshop, allowing them to arrange parks, trees, and streetscapes and see results on the screen immediately. "People really get that in a real-time fashion," O'Brien says. The firm also solicits ideas by sending locals out with disposable cameras and asking them to snap pictures of important parts of their neighborhood, make a poster, and present it to the group.

**our town**

Given enough time and the right information, even deep conflicts of interest can often be resolved, believes architect Maurice Cox, an associate professor of architecture at the University of Virginia and a partner at RBGC, Charlottesville, Va. One of his recent successes is Kellytown, a post–World War II neighborhood within walking distance of the university campus that had been rezoned from single-family to multifamily housing. Subsequently, two developers bought up 10 acres of land in the center of the town—an "urban forest" that residents had assumed would always be there. Unhappy about the potential influx of students and the loss of its beloved green space, the neighborhood association swiftly hired Cox and his seminar students to help devise a land-use plan everyone could agree to.

With the surrounding county growing by leaps and bounds, this new development needed to be much denser than the existing traditional neighborhood with its deep lots, mature trees, and suburban ranch houses pushed far from the street. "What we were proposing was the antithesis of that," Cox says.

Rather than beginning with listening sessions, Cox and his students educated the community on the pre-

continued on page 40
WHEN WAS THE LAST TIME YOU SHOWED HOME BUYERS THE REAL INSIDE OF THE HOUSE?

Fancy faucets and crown molding may make your homes look nice. But if you want to really impress home buyers, show them you care enough to wrap every home you build with Typar® HouseWrap, the country's leading brand of housewrap.

Nothing compares to the overall performance of Typar HouseWrap. When used with Typar construction tape, Typar HouseWrap stops airflow through construction gaps, cracks and holes. It exceeds building codes for moisture vapor transmission and air hold-out. And Typar is the only housewrap that's unconditionally guaranteed.

So your home buyers will feel comfortable with their home and their decision to build with you.
sures of infill development—including the urgent need for student housing—the history of the site, and how architecture can foster community. The idea was that by giving everyone a common base of knowledge, “we could present multiple solutions, and people would, by the depth of their understanding of the issues, gravitate to the best solution.”

A group of eight students conducted an extensive public-education campaign that drew on hours of archival research and oral history, reconstructing how a former slave plantation had become the neighborhood they knew. Old photo albums brought to light intimate neighborhoods with clusters of family homes strung along the street, and the neighbors began to gravitate to the idea of development occurring around discrete parcels. “All of a sudden the site started to take on a sense of embodying their collective history,” Cox says.

Over the course of a year, forums ranged from public meetings of 75 attendees to living-room sessions to discuss proposed house models. In the end, five groups of community members independently chose the same design concept—32 houses and 10 accessory units arranged in small groupings, with five acres preserved as a natural habitat. The pattern book emphasized such Neo-Traditional principles as front porches, narrow streets, and small front yards.

“The solution came directly from understanding the history of the site,” Cox says. “That model would have been coming from thin air had they not seen literally dozens of photos dating back to the ’30s, ’40s, and ’50s.” Not coincidentally, the project proved to be a real estate success, as well. The first house sold for $160,000 in 1998; two years later, the last one went for $300,000.

So, when they invite the neighbors to the party, do architects, on some level, fear for the fate of their design ideals? Sure, George Metzger says. But aesthetics is just one of many issues. “If you’re careful about the process, you can expect a lot of input in some areas and less in other areas where community groups have less expertise,” he says. “If you’ve done a good process, they’ll begin to respect you, and it helps on issues of design.”

Cheryl Weber is a contributing writer in Severna Park, Md.
There are 1,000 Ways to Make Your House a HOME...

...EAGLE® proudly offers the other 999,998.

Seven species of wood, 8 styles of decorative glass, 12 interior factory finishes, 50 exterior colors, unlimited shapes and sizes. Sure EAGLE® offers some of the best design elements available in the window industry, but it's our unparalleled performance that lets you concentrate on the more important things in life!

EAGLE® WINDOW & DOOR • DUBUQUE, IOWA • 1-800-453-3633 • WWW.EAGLEWINDOW.COM

© 2001 EAGLE WINDOW & DOOR, INC. ALL RIGHTS RESERVED.

Circle no. 71
TOLL FREE 800 369-2322

THE MOST BELIEVABLE ARCHITECTURAL STONE VENEER IN THE WORLD™

ELDORADO STONE

WWW. ELDORADOSTONE.COM

Circle no. 32

A Standard Feature for the Future

Residential ELEVATORS are fast becoming a standard feature in a custom home, whether it's a new construction or a remodeling project. Call our Sales Department for details.

1-800-962-3626

CEMCOLIFT ELEVATOR SYSTEMS

Web site: www.cemcolift.com
P.O. Box 500 • 2801 Township Line Road
Hatfield, PA 19440-0500
Tel: 215-703-0398 fax: 215-703-0343
e-mail: sales@cemcolift.com

Circle no. 209

Everything You Expect From residential architect... And More

residential architect Online

The only site devoted exclusively to residential architects and designers, residential architect Online is your best source for product information, design ideas, management strategies, late breaking news, and useful links.

<www.residentialarchitect.com>

Hanley-Wood, LLC
Your home is your canvas

Let us help you create a masterpiece...
with custom shutters built for your home

For more information or to contact us:
(866) 288-2726
www.atlanticshuttersystems.com

Visit us at booth 1714 at the International Builders Show
Donald A. Gardner knows exactly what makes middle America feel at home.

by S. Claire Conroy

So what's wrong with designing house plans for a living? Donald A. Gardner, AIA, knows his peers in architecture look down on what he does, but do they drive a BMW 740i? Do they have businesses that can support 50 employees and keep their adult children busy and challenged?

Donald A. Gardner is a successful businessman whose business happens to be residential architecture. He also happens to be the top-selling stock-plan architect in the country. The clean-cut fiftysomething-year-old looks like a cross between Pat Boone and Mr. Rogers, and like those icons, he has his finger on the pulse of what makes middle America feel at home. He doesn’t fancy himself a creative genius, an artist, but he does pride himself on his ability to put together houses that are reasonably efficient and economical to build, and packed with plenty of crowd-pleasing curb appeal. He’s the king of country design—the updated farmhouse with wrap-around porch. He may not be Frank Gehry, but does Gehry have 100,000 houses built from his designs stretched across the United States and other spots around the world?

Since 1978, Gardner has nurtured his little cottage industry—started as a moonlighting job to pad his retirement fund—into a thriving family business that promises to take care of his progeny’s retirement needs for several generations. He’s moved the business out of the bonus room in his house and into a pleasant office park in suburban Greenville, S.C. And he’s expanded his scope of services. He publishes his own stock-plan magazines and books, in addition to working with other publishers (among them, Home Planners, a division of Residential Architect’s parent company, Hanley-Wood, LLC). He’ll modify those stock plans for customers, he’ll design and build them a house, and he’ll help builders market their services to potential clients. That’s more than enough work to keep 50 employees and
Donald A. Gardner Architects, Inc., is now a family business with separate but overlapping divisions, including stock plans, design modification services, marketing services for builders, a construction company, and a new custom design/build firm, called Allora. The top brass of Donald A. Gardner Architects, Inc., clockwise from left: CEO Don Gardner; vice president of marketing and sales Don Gardner Jr.; CFO Bill Santerini, also president of Donald A. Gardner Builders; president Angela Santerini; and vice president Gloria Gardner.

"I've always been fascinated about business. I'm especially interested in what made someone successful."

—Don Gardner

business 101

Although he's been at the plans business for more than 20 years, Gardner didn't quit his day job (working for a multidisciplinary architecture firm) until 1984. "I was kind of pushed into it," he recalls. "The firm I worked for had financial problems. All the managers had to take a pay cut. I ended up making 20 percent less than people who worked under me." And so, his retirement plan became his full-time career.

Working for someone else underlined for him how ill-equipped most architects are as businesspeople, he says. It's a fate he was determined to escape. "You don't learn it in architecture school. Architects really need to have business classes. Most want to have their own businesses. But the curriculum is so filled up with other requirements. I did the bachelor of architecture program at Clemson. It was a five-year program. I started with 97 students in my class; only 11 finished. I was very strong in math—that's what helped me through."

The problem is particularly acute for residential architects, who generally have a difficult time charging enough for their time and effort to make any money. "One of my professors told us, if you plan to go into residential architecture, don't plan on making a very good living," says Gardner. That accounts for why he didn't go into the field at the start of his career. "My father was successful; I wanted to be successful."

However, working for that other firm was the slow track and a frustrating one for the bright, ambitious architect. What he's learned about business since is largely self-taught—and happily so. "I've always been fascinated about business," he says. "My wife reads tons of novels; I like..."
to read business information. I’m especially interested in what made someone successful and what mistakes they made.”

Apparently, Gardner’s made few mistakes since launching his own firm. There’ve been only two years when profits failed to rise, and those years were simply flat. “We’re among the most unique firms. I don’t know one that has approached it the way we have—the publishing part, designing, building. Once one area profits and can profit the other, then profits are compounded.”

That equation determines which new businesses Gardner adds to his core enterprise. At every turn he asks, What endeavors can the stock-plan business help? What new efforts can strengthen the stock-plan business?

**best-laid plans**

Gardner is not unlike a popular novelist with a blockbuster formula. Tom Clancy, Stephen King, John Grisham. Or maybe, more accurately, a romance novelist like Barbara Cartland, because what’s so appealing about his plans is the romantic fantasy they spin. The front elevations exude homespun charm; the interior floor plans squeeze casual living into every square foot.

Gardner’s plans sold well from the start because he studied the industry and aimed his designs squarely at mass-market consumer tastes. The sweet spot was plans in the 2,000-square-foot range; the magic style was “Country.” The New England-born architect made the style his own by adding a round-top, or Palladian, window flanked by two dormers. Other plan designers went after builders with simple, boxlike plans that were cheap and easy to build. Gardner’s plans, with their fanciful elevations and ubiquitous porches, were more expensive to build but more attractive to the homeowner.

He sold countless iterations of those Country plans. And when a plan didn’t sell, he made sure he learned why. He surveys consumers regularly about their likes and dislikes, further distilling his successful formula. He estimates
Mr. Plan Man

Gardner's latest venture is a high-end design/build company, called Allara. Its calling card is this vacation home for Gardner and his wife in Hammock Dunes, Fl. He hopes to expand the business into resort designing, building, and planning.

"we probably put more
money in plans than most
other companies do,
because of the number of
licensed architects we
have working for us."
—don gardner

it costs about $20,000 to develop a new plan, and he wants to spend the money wisely. "We probably put more money in plans than other companies do, because of the number of licensed architects [eight] we have working for us and because of the amount of research we do," he says. Ten years ago, the company designed about 12 to 15 new plans a year; now, it's up to 50 or so. Gardner reckons the total portfolio is at 500 plans and counting.

Not only did he strive to design the perfect house plans (maybe they should be measured in Nielsen ratings), he also sought to maximize the profit in every plan sale. He was the first, he claims, to charge for basement plans—an extra other designers threw in for free. It caused some friction with plan publishers who worried the move would hurt sales, but it's now common practice. He also started offering half-size plans in addition to full-size blueprints, and CD-ROMs with CADD plans. "Our average dollars per plan is higher than anyone else in the business," Gardner says.

Part of what boosts those numbers is the company's plan-processing department. Plan-book and magazine publishers handle a major portion of order fulfillment, but, says Gardner, "they can't handle the number of responses we need to make our money." So, he has his own Web site where consumers and builders can order online through his customer service department, and he participates in a group Web site with other plan designers. He also has his out-of-house publishers trained to send questions they can't answer to his people. They are, he says, deal closers.

What's more, he's streamlined all the links between order and fulfillment to the point where he can send out a plan the same day if it's ordered by 10 a.m. EST. For a price, his design department will modify those plans, too, for consumers or builders. And from there, it was just a short leap to design/build and starting his own construction company.

Steel Magnolias

Son-in-law Bill Santerini pushed the idea of adding a home building company to the mix.

Santerini, who's married to Gardner's daughter Angela, has a background in finance and came to the company from Cantor Fitzgerald in New York City. As soon as Gardner gave him the go-ahead, he went out and earned his license as a builder.

They began the venture in 1994 by building one of Gardner's "starter" home plans. But they soon learned that the entry-level market in and around Greenville was saturated by national builders who had efficiencies and economies they couldn't match. So they decided to refocus on the higher end, designing and building one-of-a-kind custom homes. Gardner thinks it's exactly the right niche for them. All that experience
knocking the pennies out of 2,000-square-foot homes has, he feels, taught him how to make a profit from larger, more elaborately detailed homes.

This new opportunity doesn’t come without risk. For the first time since he started the business, Gardner has borrowed money. “We’ve had banks wanting to lend us money for years.” But he’s genuinely, palpably excited by the prospect. He thinks moving into high-end custom home building will help balance out the stock-plan business, especially during these recessionary times. Right now, he’s designing and building in a golf resort in the mountains near Greenville. But that’s just the warm-up for his and Santerini’s big expansion plan: Hammock Dunes, Fla., a golf resort community near St. Augustine.

On the wall of the firm’s conference room is a rendering of a large house, a sort of antebellum-meets-Mediterranean mansion. It’s Don and Gloria’s future vacation home. It’ll also serve as the calling card for the design/build company’s new satellite office at Hammock Dunes. Frilly on the outside, underneath the house is a steel magnolia. That’s the construction company’s plan for differentiating itself from the competition. “Some of the materials they’re putting in high-end homes down there, we wouldn’t put in starter homes,” says Santerini. “And you need an advantage when you’re new. We think steel construction, steel homes are the answer. We found a manufacturer who will fabricate and assemble the materials off site. The plusses for us are durability, strength, a clean jobsite, and we can hire just average drywallers. And we think we’ll be able to charge more.”

Don and Gloria will drum up business on the golf course, while the satellite office, staffed by an architect and a construction manager, will handle the nitty-gritty. Tethered to the mother ship by a DSL line, the architect will spend downtime researching and drawing regionally specific stock.

Although Gardner is known for his Country-style houses, his design shop is busy adding more upscale traditional styles to the stock portfolio, in keeping with the mass market’s changing tastes. Clockwise from top left: The Yankton; Bill and Angela Santerini’s home, The Santerini; The Quartermaine; and The Galveston.
“architecture is just a piece of the business. I wanted to do something unique that would have a good chance to sell.”
—don gardner

plans. “It’s a risky venture for a design/build firm to pick up and go seven hours away,” Santerini explains. “One of the goals is to pick up stock-plans business. There’s lots of business in Florida and we don’t have a large share of it.” The strategy is in keeping with the company’s feed-the-core-business philosophy, or, as Santerini says, “We wouldn’t want to do anything to threaten the food chain.”

Gardner and Santerini believe the high-end work and the stock plans are a perfect yin–yang fit. “Stock plans go up and down with the economy,” says Santerini. “But a weaker economy is a good time to build. Interest rates are low, and we’ll be able to find good crews and forge business relationships.”

“When we have the house done in 2003, the economy will be on the way up again,” Gardner adds.

The dream doesn’t end there. One day, Gardner hopes to have “20 satellite offices across the country, with 20 different architects feeding the stock-plans business.”

401-okay
So who’s retirement plan is this? The irony is, Gardner is having so much fun, he may never retire. He loves being the big-picture guy, especially now that people he trusts—his own family—are safely minding the store. The only thing that makes him grimace is the thought of how other architects perceive his firm’s work.

“They look at stock plans as beneath them. It may not be glamorous, but for some architects it’s the perfect job—you can design houses without having to work with clients,” says Gardner. “But architecture is just a piece of the business. I wanted to do something unique that would have a good chance to sell. I’ve never thought of myself as an artist—I’m more of a technical type of architect.

“You know,” he continues, “what Frank Lloyd Wright did was very interesting, but you had to turn sideways to get in the door. I’m more intrigued with how to run a profitable business. And the return we’ve had here is better than any stock I ever owned.”

A build-your-own Gardner house is a deal for the American home buyer. Four sets of blueprints for the 4,776-square-foot Crowne Canyon, top left, cost $865. A reverse set is $130 extra; a basement plan is $275. Blueprints for the 2,976-square-foot MacLachlan, top right, cost a couple of hundred dollars less. The Cliffs Valley Tennis and Fitness Center, above, represents one of the company’s first forays into resort designing and building.
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 of 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.

Circle no. 364
Healthier Homes
Start Here™

International Builders’ Show, Booth 5454

www.TUFF-N-DRI.com
Circle no. 394

Get Concrete Answers for Residential Construction

Residential Construction Solutions
- Online resource for news, events, industry links, and top selling concrete home designs
- Quick and convenient purchasing of state-of-the-art literature

Expert Technical Information
- Construction and design manuals covering ICF essentials
- Easy to read Tech Briefs summarizing current research findings

Marketing Support
- Media relations kit with ideas and templates for concrete home ad campaigns
- Graphics and brochures for effective presentations and promotion

NO MATTER HOW COOL YOUR DESIGN, WE CAN HEAT IT.
The Unico System. Flexible Mini-Duct Systems
For High Performance Heating and Cooling.

Now you can install a high performance heating and cooling system no matter what sort of design you choose for your custom home. The Unico System’s flexible mini-ducts fit easily into the most complex designs where conventional systems can’t — including curved walls and vaulted ceilings — providing even temperatures throughout each room. Outlets are small and subtle to match any décor. With the Unico System, you’ll enjoy the superior performance of quiet, draft-free heating and cooling all year long.

For complete information on the high performance Unico System, call 1-800-527-0896 or visit us on the web at www.unicosystem.com.

Circle no. 54
We are creators of the industry's top-quality pool and spa products, setting the standards for excellence to meet your highest expectations for performance and beauty.

We are craftsmen, using our artistry to turn common materials into luxurious retreats designed just for your needs...and your dreams.

We are merchants who have risen to the top of the industry because of our professionalism. And, our commitment to quality and service guarantees your pool or spa will stay beautifully inviting and silently efficient. For years to come.

Together the members of the National Spa and Pool Institute offer unique designs, innovation, satisfaction and support. Make sure your communities and your home buyers get the best. Work with the best. Work with members of the National Spa and Pool Institute.

Look for this symbol of excellence in choosing your pool or spa products and professionals!

For Free Information call 800-323-3996.
Each front unit has large windows and contemporary bay windows to capture light in the loft-like interiors, while skylights serve the same purpose in the rear units (far right). A fiber-cement and metal skin make the building durable.
three infill projects respond
to the sites and sounds
of their urban locales.

City Moves

by nigel f. maynard and meghan drueding

Leading Light

San Francisco’s Hayes Valley district was a typical urban horror story. Rife with drugs, crime, and poverty, the area needed revitalization. Today, it’s a hip and happening community teeming with boutiques, wine bars, and design centers. Some argue it’s the city’s best shopping district, and, in typical San Francisco fashion, property values are going through the roof.

“The area is sort of up and coming,” says architect Peter W. Pfau, AIA, principal of Pfau Architecture in San Francisco. “It has a bunch of shops, some good restaurants, and a retail character. It’s one of those treasured neighborhoods that most people don’t know about except the young and hip.” One of the newest arrivals to the neighborhood is Pfau’s condominium complex at 419 Fulton Street. Previously a single-story plumbing-supply warehouse, the building was an anomaly on a primarily residential street. “The developer came to us and said, ‘What can you fit in here?’” says Pfau.

Opting for loft-style interiors, the firm’s solution was to create seven live/work units over ground-level parking. “Our exploration of unit types is a continuing investigation of how people live and how unit types can evolve to better accommodate them,” the architect says. “The units have to be compact and economical, so you are balancing economy and compactness against livability and visual comfort.”

Light and space permeate the compact, vertical interiors. The four 900-square-foot front units have double-story voids and large windows that filter light into the first and second levels. Skylights handle the...
job in the 1,400-square-foot rear units. "It's a three-story void that has a skylight at the top," Pfau explains. "All the services, like bathroom, kitchen, and so forth, are on the back of that void. So you cross over from the stairs and the bathroom volumes to where the bedroom volumes are.”

The rear units also have small yards. Those yards and the unusual configuration of the rear units were major issues for the architects and for the neighbors. With the approval of the neighbors and a variance from the city, Pfau shifted the units horizontally and aligned the project's three yard blocks with the yard blocks of the adjacent building. This optimized light for the neighboring units and created a shared outdoor podium level.

The facade, punctuated with rectangular bay windows, is a mix of simple design and straightforward materials used in an honest way. "It was a balance between economy and a desire to vary from normative materials, but we also wanted to use materials that make a connection in some way to other vernacular buildings in the neighborhood," says Pfau. Thus, the architects used durable fiber-cement siding on portions of the skin and wrapped the bays in metal. In the back and at the base of the building is exposed block. "A lot of our interest is in using materials that are simple but using them in compelling ways," Pfau says.

With the tight parameters, the architects had little wiggle room, but their solutions managed to deliver a streamlined project that makes optimal use of the space. "We had budget limitations and site constraints, and we had to make the units attractive," says Pfau. "But sometimes having to work within constraints enhances a project. A little discipline is good for everybody."—n.f.m.

**project:**
419 Fulton Street, San Francisco

**architect:**
Pfau Architecture, San Francisco

**developer:**
Ulrich Schmid-Maybach, San Francisco

**general contractor:**
Gaehwiler Construction, San Francisco

**site size:**
.1 acre

**project size:**
900 to 1,400 square feet per unit

**units in project:** 7

**construction cost:**
$125 per square foot

**sales price:**
from $400,000 per unit
Double-story voids and large glass openings help the compact front units live larger than their 900 square feet (above right and top right). The architects chose oak flooring and engineered-stone countertops for durability.
Take a quick glance at Washington Square West in Philadelphia, and the block of turn-of-the-century brick storefronts looks perfectly normal. Then, as your eye becomes adjusted, it's likely to be drawn to three buildings in the middle of the block. They're the same height and width as the other buildings, but they have a Modern crispness and elegance that differentiates them just a bit.

Those units are the Eleventh Street Townhouses, three attached residences developed and designed by local architect Cecil Baker, AIA. Baker and his development partner, landscape architect Gretchen Hoekenga, purchased the lots in 1994, when the city was in the midst of a deep recession. Since the site was an undesirable vacant lot, none of the retail tenants on the block took issue with the idea of homes going into the space. Absent the usual hassles of finding land and dealing with unhappy neighbors, Baker's main challenge was to design dwellings he could sell in a depressed real estate market, while satisfying the city's design requirements.

To that end, he drew up elevations that match the dimensions of the old buildings but reinterpret their traditional design elements. For example, the units' front garage doors line up with the retail storefront windows so that they don't break the street's rhythm. A cost-effective masonry base of blocks made from powdered, recycled stone gives way to brick second and third floors, echoing the proportions of the shops.

Although the neighborhood's property values have doubled since Baker and Hoekenga came onto the scene, security is still an issue. The units present a rather anonymous facade to the street, saving exterior gestures for the back of the houses. There, rear gardens, Juliet balconies, and roof terraces allow the owners—including the developers, who each kept a unit for themselves—to experience the outdoors to their hearts' content. From front to back, Baker's effort to integrate three Modern structures into a very old city has met with aesthetic and financial success. "Our goal was to create contemporary residences," he says. "We wanted to be honest about it, and make something that was Modern through and through."—m.d.

**project:**
Eleventh Street Townhouses, Philadelphia

**architect/interior designer:**
Cecil Baker & Associates, Philadelphia

**developers:**
Cecil Baker and Gretchen Hoekenga, Philadelphia

**general contractor:**
Foster Wilsson, Philadelphia

**site size:**
.06 acre

**project size:**
2,000 square feet per unit

**units in project:** 3

**construction cost:**
$100 per square foot

**sales price:**
$300,000 per unit
Architect Baker drew up elevations that match the dimensions of the old buildings but reinterpret traditional elements. For example, the units' mansard roof resembles the neighboring roofs in form but is rendered in corrugated steel and Kalwall. Inside, maple accents inject a note of luxury into a mostly drywall framework.
vertical limit

The conservative mind-set of Cleveland's residential real estate market has long been a source of frustration for hometown architects. "We'd go to other cities, see cool projects, and think, 'I wish we had something like that in Cleveland,'" says Mike Caito, AIA, a principal at the local firm City Architecture. Firm president Paul Volpe, AIA, saw the dearth of progressive design as an opportunity when he founded the company in 1989, and for the past 12 years City Architecture has been designing innovative urban housing in Cleveland and in neighboring cities.

Its latest success is Edgehill Townhomes, a grouping of nine three-story row houses adjacent to the city's historic Little Italy neighborhood. The site, a steep hillside previously deemed unbuildable, dictated that the project be supported by rear stilts and retaining walls. But once site problems were resolved, the question of dealing with angry neighbors remained. Some of the families living in Little Italy have been there for two or three generations, and they weren't happy about the prospect of new construction in the area.

Volpe and Caito, the design principals on the project, addressed the issue with elevations that refer to the neighborhood without mimicking it. They used a combination of fiber-cement siding and brick to evoke the century-old, clapboard-and-brick row houses of Little Italy. "We had to use a very light material for the siding, since the framework couldn't support a whole lot of weight," says Volpe, who retained one of the townhomes as his own residence. "Fiber cement was perfect." Flat roofs, covered entries, and front stoops also recall the surrounding streets.

The developer opted to treat the interior of each townhome as a custom residence. Styles run the gamut from Volpe's streamlined home to the heavily detailed, Tuscan-inspired interior of one of the other units. The project also features rooftop decks.

Edgehill sold out before completion. City Architecture is in the middle of designing several more small, upscale infill projects; it looks like Caito might finally have his wish granted.—m.d.

**project:**
Edgehill Townhomes, Cleveland
**architect/interior designer:**
City Architecture, Cleveland
**developer:**
Edgehill Homeowners Association, Cleveland
**general contractor:**
Snavely Construction Co., Cleveland
**structural engineer:**
Leinweber & Associates, Cleveland

**site size:** .5 acre
**project size:** 2,300 to 3,200 square feet per unit
**units in project:** 9
**construction cost:** $135 per square foot
**sales price:** $340,000 to $400,000 per unit

Photos: William H. Webb/Infinity Studio Photography

The townhomes' multicolored exteriors, layered facades, and custom steel-and-Lexan sunshades strike a pleasant, lively visual rhythm (top right and opposite). The architect's own unit (above) sports spare, sunny interiors.

Note: Floor plan shown is for an end unit; it is not typical of all units in this project.
Great Elevations

The winners of the first-ever SmartSystem™ Home of the Year Awards exemplify the versatility of this premium engineered wood siding material.

Talk to the winners of the first-ever SmartSystem™ Home of the Year Awards, and you might get the impression they each used a different exterior siding material on their award-winning homes.

On one house, for instance, the siding selected needed to hold vibrant colors through a four-year build-out of the project and beyond; on another, the exterior cladding had to meet stringent environmental and occupant health standards — and also withstand dramatic changes in climate conditions without causing maintenance headaches.

For another winning home near Lake Superior, the contractor needed an exterior siding he could apply quickly as winter weather approached, while the design-build firm behind a project in British Columbia deftly combined a board-and-batten look and timber-framed logs to create an updated version of a local design tradition.

Despite their disparate priorities, all of the winning homes used the same exterior finish material — SmartSystem™ siding, a premier, treated engineered wood siding material from Louisiana-Pacific. On the next 10 pages, you’ll discover the range of benefits offered by just one siding material. With that, you’ll come to appreciate why builders and contractors throughout North America are converting to SmartSystem™ siding panels and lap boards instead of traditional and other alternative siding products for two simple reasons: versatility and value.

Every builder appreciates a product that delivers a wide variety of aesthetic and performance benefits, installs quickly and easily, is cost competitive, and greatly reduces service call-backs. That’s SmartSystem™ siding.

In each case, the builders of these award-winning homes were looking to solve a problem; in all but one instance, they were using SmartSystem™ siding for the first time, relying on their own diligence and confidence in engineered wood technology to trust this new and improved treated engineered wood siding material. That trust was rewarded not only in the performance of the product, but with the achievement and recognition of some truly “Great Elevations.” Enjoy.
For years, design-builder Les Stevenson had been trying to convince his custom-home clients to let him design a house that combined the best of the timber-frame style and traditional stick construction. But it wasn’t until his firm, Stevenson Design Works in Langley, BC, was selected to design and build the annual Prize House at the 2001 Pacific National Exhibition (PNE) in Vancouver, BC, that he got the chance to showcase his intentions.

Essential to Stevenson’s design approach for the project was the use of a wood-based siding product that complemented the large timbers of the home’s center section. In addition to its aesthetic qualities, the siding had to meet the builder’s expectations for environmental stewardship. Stevenson found his answer with SmartPanel™.

Flanking the dramatic, centered entry/great room dominated by heavy log timbers and ganged windows, the SmartPanels™ were applied to the framed sections of the home and painted a deep green. The vertical lines of the panels complement those of the standing seam metal roof, while 1x2 cedar battens applied every 16 inches on center not only add a dimensional quality to the panels but also conceal the butt joints between them. “The texture made people think it was sawn wood,” Stevenson says of the engineered wood panels which feature a deep-embossed wood grain.
In fact, by using a combination of the 4x8-, 9-, and 10-foot panels offered in the SmartSystem™ line of exterior panel siding, Stevenson eliminated the majority of butt joints he might have created with a less-versatile panel product. “The installers really liked it because it was easy to work and apply,” he says. The product also arrived preprimed, allowing Stevenson to accommodate his painter’s schedule to finish the job in time for the annual summer fair, one of Canada’s largest public events.

The environmental benefits of SmartPanels™ were an equally attractive aspect for Stevenson. SmartPanels™ use the entire log — nothing is wasted as it is with center cut cedar. “The time has come when builders are going to have to look at ‘green’ building products harder because buyers will demand them,” he says. “It’s not only a good thing to do, but it’s a good marketing angle.”

The house itself, measuring about 2,500 square feet of living space, was built on the PNE grounds and visited by more than 200,000 people during the 17-day fair. PNE attendees bought raffle tickets for the chance to win the fully furnished house. It has since been moved to its permanent location, a picturesque, wooded lot overlooking Pender Harbour, where its color scheme and framing/finish combination blend with the environment and take advantage of waterfront views.

“The texture made people think it was sawn wood.”
— Les Stevenson
Stevenson Design Works
With this project, North Carolina builder Michele Myers was out to prove that a house could be both beautiful and healthy, combining dramatic and marketable design with arguably the most stringent environmental standards around. Essential to that objective was the selection of a siding material that also embraced and satisfied those goals, leading Myers to employ the SmartSystem line of treated engineered lap siding.

Inspired by her personal battles with allergies and other environmental sensitivities, Myers only builds homes that meet the prescriptive and performance-based Healthy House standards of the American Lung Association (ALA). As a builder, however, she also needs to keep marketability in mind, from a product’s aesthetic qualities to its long-term reliability.

Satisfied that the borate treatment in SmartSystem siding would not cause any health problems for the home’s occupants, Myers also appreciated the product’s appearance and its toughness. “It looks good, holds paint, and functions in a difficult climate that promotes rot and pests,” she says. “With traditional cypress and cedar siding, the cost of call-backs in this climate is a real liability.”

Built in Treyburn, an exclusive and architecturally diverse neighborhood in Durham, NC, the house replicates the area’s traditional home styles, specifically that of author Thomas Wolfe’s birthplace in nearby Asheville, NC, including the detailing under the bay window, the window mullions, and the porch and roof lines and finishes.

Myers credits the SmartSystem siding for not only helping her achieve the goals for the house, but staying on schedule and going on to her next project.
"[SmartSystem™ siding] was instrumental in helping me create a beautiful home within the ALA Healthy House standards."

- Michele Myers
  MSquared Builders & Designers

Project Specs

Project:
The Meredith at Treyburn, Durham, NC

Size:
Approx. 4,005 square feet

Price:
$889,000

Builder:
MSquared Builders & Designers, Bahama, NC

Designer:
Walter Davis Designs, Pittsboro, NC

Landscape Architect:
Red Mill Landscape & Nursery, Inc., Durham, NC

Completed:
September 2001

Products Used:
SmartLap™ siding (8-inch exposure; 5/8-inch thick); pine and spruce trim details; frame construction.

worry-free. "The siding arrived pre-primed, so it was protected until the painters arrived to finish it," she says. "Siding performance is a tremendous issue here because we get lots of weather on our houses. You have to be ready for anything."

One thing Myers wasn't ready for - but fought successfully to change - was the neighborhood covenants for Treyburn that restricted exterior materials to either brick or sawn wood clapboard siding. Prepared to walk away from her lot purchase over that issue, Myers eventually convinced the board that SmartSystem™ siding not only effectively replicated the look of traditional wood clapboards, but also out-performed them and delivered superior curb appeal.
Developer Serge Côté was worried. The 70-unit, for-sale townhouse project he was planning for Pemberton, an area near the resort town of Whistler, BC, would require a four-year build out. But he was unsure if the vibrant color scheme he had selected for the panel and lap-sided fourplex buildings would hold up from phase to phase.

On a suggestion from his lumberyard, Côté investigated and eventually selected SmartPanels™ and SmartLap™ siding, as well as SmartStart™ trim accessories, for The Peaks at Pemberton. With the last phase of the project scheduled for completion in early 2002, Côté remarks how the colors used on the first homes built in 1999 are just as vibrant as those now being finished. "You can't tell them apart, even side-by-side," he says of the meandering clusters of country-style townhouses serving buyers who work at the nearby resort town.

In addition to retaining the two-toned scheme used on the buildings, the SmartSystem™ siding and trim also added dimension to the walls of the three-level, four-unit clusters. "The siding needed to be versatile in its shape and size to help us break up the amount of wall area," he says. "This product gave us a uniformed look for all of the building envelopes."
"With colorful buildings, it was important to use a product that would render vibrant colors."

- Serge Coté
  The Peaks at Pemberton

Having used plywood panel products and sawn wood clapboard siding in the past, Coté was looking for better solutions. "As soon as we started to install [SmartSystem™ siding], we saw it was a superior product," he says. In addition, the preprimed siding and trim was easy and fast to apply, helping Coté and his crews stay on schedule.

Coté also appreciated the warranty that accompanies the SmartSystem™ siding and trim pieces. "Buyers demand a solid warranty, and it gave us a competitive edge against projects in Whistler (20 minutes away)," he says. Meanwhile, the majority of buyers believe the SmartSystem™ siding is sawn wood despite it engineered wood construction, he says, providing another marketing advantage.

Coté was so impressed with the product that he did something few developers would do: he showed it to the competition. "I’ve invited other developers and builders to come out and see it and take some samples with them," he says. "It really sells itself once they see and feel it."

---

**Project Specs**

**Project:** The Peaks at Pemberton, Pemberton, BC

**Size:**
1,084 - 1,482 square feet (townhomes)

**Price:**
$184,900 - $232,900 (Canadian)

**Builders:**
Hammer Holdings Ltd. & The Peaks Country Townhomes, Ltd., Whistler, BC

**Developer:**
Glacier Creek Development Corp., Whistler, BC

**Completed:**
Winter 2002 (begun in 1999)

**Products Used:**
SmartPanel™ and SmartLap™; SmartStart™ trim; 2x6 frame construction.
Canadian builder Matt Johnstone had always been drawn to the architecture of the South Carolina coastline, but it wasn’t until he developed and built Harbour Park in the lakeside resort area of Grand Bend, ON, that he was able to bring that passion northward.

Articulating a southern style, however, necessitated clapboard siding, as well as the use of a wide color palette. That may be fine for Charleston, but Johnstone needed to make sure his vision didn’t fade in a more northern climate. Never a big fan of vinyl, and more accustomed to the bulk of brick, he turned to SmartSystem™ siding and SmartStart™ trim to bridge the gap. “I really liked the looks of it,” he says of the SmartSystem™ siding. “It was mostly an aesthetic decision to use it.”

Begun in late 1999, the five-acre project offered six different models and a selection of six to seven exterior colors seeped in South Carolina history. Johnstone was careful not to allow the same house and color side-by-side, resulting in a streetscape that truly harks back to its southern roots.

Painting and finishing, in fact, are fast, easy and require less paint because SmartSystem™ siding comes preprimed. For this project, the colors are a solid-based stain applied in a distributor’s factory and brought to the site prefinished and ready to install. Johnstone’s crews found the SmartLap™ siding as easy to work and fasten to the exterior walls as traditional wood clapboards.
In addition to SmartLap™ siding, Johnstone also applied SmartStart™ trim at the corners and around the windows, in some cases using the treated engineered wood material to add extra stability to the window frames. The combination of SmartLap™ siding and SmartStart™ trim enhanced the southern architecture by adding depth and texture to the facades of the 20 homes in Harbour Park.

Attracting second and vacation-home buyers, the project sold out in less than two years. Even with no other resort-like projects on his radar screen, Johnstone says he is anxious to use the SmartSystem™ siding on a future development of homes.

---

**Project Specs**

- **Project:** Harbour Park, Grand Bend, ON
- **Size:** 1,600 square feet (Suncrest model, shown)
- **Price:** $185,000 - $300,000 (Canadian)
- **Builder/Architect/Land Planner:** MT Johnstone Construction Ltd., London, ON
- **Completed:** September 2001 (begun in late 1999)
- **Products Used:** SmartLap™ siding; SmartStart™ trim; frame construction.

---

"I really liked the looks of it. It was mostly an aesthetic decision to use it."

- Matt Johnstone, MT Johnstone Construction Ltd.
Project Specs

Project:
Tigelaar Board & Batten, Carlisle, ON

Size:
3,300 square feet

Price:
$489,000 (Canadian)

Builder:
Tigelaar Construction Ltd., Carlisle, ON

Completed:
1999

Products Used:
Products Used: SmartPanel™; SmartStart™ trim; frame construction.

Style and Stability

Rummaging through his shop a few years ago, Ontario builder Mike Tigchelaar uncovered a section of a SmartPanel™ he’d used on a previous job. “It still looked the same as when I bought it,” he says. “For a wood-based siding, it’s very stable.”

Looking for a reliable siding product for the custom home he was building for his nephew in Carlisle, ON, Tigchelaar also wanted to replicate the rustic look of the old barn on his parents’ farm. SmartPanels™ met both objectives. Using mostly 4x10-foot, no-groove, prepainted SmartPanels™, Tigchelaar added 1x4 battens – also prefinished to match – made from the same treated engineered material as the siding, and placed 12 inches on center, to create a traditional board-and-batten look. “It creates an authentic look once the house is finished,” says Jim Hall of Goodfellow, Inc., the local distributor. “It looks like one of the older homes in Carlisle.”
“It’s hard to get good lumber that will last a number of years. The SmartPanels™ are very stable over the long term.”

- Mike Tigchelaar,
  Tigelaar Construction Ltd.

In addition, Tigchelaar not only found the SmartPanels™ and trim able to meet his aesthetic needs, but easy to work with. “Because it’s a panel, it stays straight and square and true along the entire wall,” he says.

His crews also saved time installing a prefinished product — “we didn’t touch it once it was installed,” he says — and because the SmartPanels™ fastened directly to the rough wall sheathing, it saved Tigchelaar the task of strapping the sheathed walls for a watershed system.

Finally, Tigchelaar was able to optimize the SmartPanels™ by designing friezes and skirts that, when fastened, appeared to extend the length of the panel another foot.

More recently, the builder has installed SmartPanels™ and SmartStart™ trim on another house nearing completion — his own. That house also includes materials such as insulated concrete forms (ICFs) and reclaimed brick to showcase innovation and environmental friendliness — two issues addressed by SmartPanels™. The product also was specified for its reliability in the often volatile climate of humid summers and dry winters in this southern Ontario town. “It’s hard to get [sawn] wood or lumber that’s stable enough for this area,” Tigchelaar says. “But this product is stable enough.”

The SmartSystem™ Home of the Year panel of judges met in Washington, DC. From left to right: Bill Devereaux of Devereaux and Associates in McLean, VA, Tom Glass of Glass Construction, Washington, DC, Wayne Speight of SPEIGHT studio architects in Annapolis, MD, Amy Weinstein of Weinstein Associates Architecture, Washington, DC, and Jack McLaurin, of Lessard Architectural Group, Vienna, VA.
Shouldn't you?

Kentuck Knob, Chalk Hill, Pennsylvania
Architect: Frank Lloyd Wright • Year Built: 1953
Materials: Cypress and native fieldstone

Kentuck Knob glows golden with a cypress exterior. Interior spaces are warmed by cypress paneling, cabinetry, built-ins and millwork.

CYPRESS

www.cypressinfo.org
877-607-SCMA

The only site devoted exclusively to residential architects and designers, residential architect Online is your best source for product information, design ideas, management strategies, late breaking news, and useful links.

Otherwise it's just a chimney.
Clay chimney tops provide an elegant, finished look to any upscale home. Whether you choose one with intricate detail, or one with classic, stately lines, a clay chimney top helps a home stand out above the rest. To find out more about our full line of chimney tops, check us out on the web, or call us at 800-848-6166. Your house will thank you.

www.superiorclay.com

Hanley-Wood, LLC
Q: Why are homebuyers drawn to the timeless appeal of today’s masonry?

Have you looked into the face of masonry lately? Beyond yesterday’s classic brick and block, the change is dramatic. Today’s masonry construction offers endless possibilities for distinctive design – with all the advantages of durability and disaster-resistance that homeowners value most.* From imaginative shapes and textures to a versatile choice of colors, masonry materials can recall the past, capture the present or herald the future. Whatever style you convey, the beauty of masonry adds appeal to any new home.


A: Distinctive beauty—inside and out.

From interior to exterior, before you design, look into the beauty and strength of masonry. For information on masonry and cements for masonry, contact the Portland Cement Association. Or visit www.portcement.org for more details.

Specify masonry...it sells.
A simple, effective solution for venting behind wood, hardboard & fiber cement siding.

Venting behind your siding is just as necessary and valuable as venting your attic. Trapped moisture from driving rain or condensation can cause major problems. Paint peels off, exterior sheathing gets wet, siding can warp and your house wrap becomes saturated. SV-3 solves these problems with a minimum amount of work & expense. See the Fine Homebuilding Feb/March '01 issue for the complete story — or, call our technical services dept. Application details are also available at www.cor-a-vent.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.
The Great Pretenders

Faux building products can make a real impression.

by Nigel F. Maynard

Architects are masters of illusion—they manipulate layers, light, and sight lines to trick houses into living larger than their true size. Merchant home builders love this ability, but they also want their houses swathed in strong, durable, thrifty exteriors. If money is tight, natural materials might be the first luxury spec to go.

That's where man-made materials (a.k.a. synthetics) come in. Although they've been around for a long time, synthetics have had a bad rap for looking cheap and unconvincing. But manufacturers have learned a few tricks of their own, and the newest generation of pretenders looks and feels more like the real deal.

Take faux stone, for example. "It used to be cost-prohibitive, and from the street people could tell it was fake," says architect Jack McLaurin, a principal at Vienna, Va.-based Lessard Architectural Group. "Now, it's cheaper and has gotten really nice." Vinyl siding, too, was an obvious compromise for wood. "Now, we recommend fiber-cement siding," McLaurin says, which looks far more like nature's own.

In addition to budget concerns, performance is another reason many architects spec synthetics. "You don't have the maintenance or warping or rotting when the product comes in contact with the ground," says Robert L. Earl, AIA, whose firm, Robert L. Earl & Associates, has offices in Los Angeles and Irvine, Calif. "With wood, we can't do that."

Production home designers also like these products because they save on labor dollars for builders, says architect Marcus DesPlantes, an associate with Downing Thorpe & James in Boulder, Colo. "A lot of the faux material is more expensive, but the cost for putting it on the building is cheaper," he explains. "The net result is the project is cheaper."

Copy Cats

Among the best impostors are fiber-cement siding and trim, wood-plastic composite decking, engineered stone, fiberglass columns, PVC balustrades and railings, and cement-based roofing products that bear an uncanny resemblance to slate.

When a project calls for a stone look, Earl often passes on the real thing. Instead, he uses lightweight faux stone from Fontana, Calif.—based Coronado Stone Products. "It doesn't have the same structural and weight concerns," he says. "And it allows us to do a two-story residence for much less."

For his trim work, architect Mark Orling uses Royal Wood Trimboard, a wood-plastic composite manufactured by Phoenix-based Precision Composites. Royal Wood comes in a smooth white finish that can be painted or left as is. Larry Demaree, the company's vice president of marketing and business development, says the product handles like wood but will never split, warp, or rot. "It can be nailed closer to the edge, and it will not fade or yellow, continued on page 80
Make your homes a little cooler.

Homes all over the sunbelt are beginning to feel a little different. They're cooler, thanks to TechShield™ radiant barrier sheathing.

TechShield is a combination of roof sheathing and a thin, but durable layer of aluminum. The aluminum reflects up to 97% of the sun's heat away from the attic, leaving it as much as 30° cooler. That not only makes the whole home cooler, it also allows the air conditioning system to do less work all summer long.

Most new home buyers think that's pretty cool.

So before you design another house, check out the coolest thing to hit the building industry in years.

Call 800.450.6108, or visit our website at www.techshield.lpcorp.com.
work that has a rough-sawn look resembling heavy-beam timber. The manufacturer says the product is insect-, rot-, and crack-resistant and virtually maintenance-free.

CraftMaster Manufacturing’s new MiraTEC treated exterior composite trim features a cedar-textured look on one side and a smooth finish on the other, for greater design flexibility. The Chicago-based company says the product is water-repellent and treated with a wood preservative for rot and termite resistance. Boards are 16 feet long and 3 to 12 inches wide.

full decks
For no-maintenance decks, Valley Forge, Pa.–based CertainTeed produces Boardwalk composite decking and railing, which is made from recycled wood and PVC. “Boardwalk cuts, fastens, saws, and sands just like wood, but it will not split, crack, cup, rot, or warp like wood,” says manager of new business development John W. Pruett. Its stiff properties also allow for greater joist spans, he says. It may be painted to match exterior colors, although the company says painting is unnecessary.

According to CertainTeed, a typical deck made with Boardwalk will cost about $4,500 but will not incur any additional costs over a 10-year period; a similar deck with pressure-treated wood, it says, will cost $3,500 to install but cost $6,450 over 10 years.

Similar products are available from Winchester, Va.–based Trex Co., which offers a product made from waste-wood fiber and reclaimed plastic bags, and from Kandant Composites in Bedford, Mass., whose Geo-deck decking is made from recycled plastics, cellulose, and fillers.

hot roofs
Earl also uses cement-based products for roofing, especially in fire-prone California, where wood shakes are forbidden. A vast array of look-alikes is available. Garland, Texas–based Slate/Select sells a fiberglass-reinforced cement product molded from natural slate shingles. It comes in various sizes and thicknesses, and in eight standard colors that can be blended.

Reading, Pa.–based Eternit fabricates a slatelike roofing product out of portland cement, sand, mineral fillers, and organic fibers. Three lines are available in various sizes and colors. Ron Hruz, vice president of sales, says the products are good alternatives to natural slate because they’re lighter and, at $180 to $200 per 100 square feet, half as costly.

Other roofing products include Mira Vista Slate, an Owens Corning product made from ground slate and cast in molds; Eco-Shake, a vinyl and recycled-wood product offered by Wagoner, Okla.–based Re-New Wood; Dura Slate, a polymer product from Royal Building Products in Ontario, Canada; and Flex-Shake, steel-reinforced rubber roof tiles from San Antonio–based US Century.

With all the benefits, synthetics seem like a simple spec, but architect Earl sounds a note of caution: Most synthetics are available only in standard sizes, so you have to adhere to those restrictions. “We have to make sure our designs accommodate the products as the builder receives them,” he says.

Each synthetic has its strengths and weaknesses, and architects must take those into account as well. For example, DesPlantes points out that synthetic stone is much thinner than real stone, so revealing the edge will expose its most negative attribute: “If you terminate that material on the inside corner, it will be less apparent that you’ve got a house with a Hollywood facade.”

Another option is to use real stone on the bottom 10 feet of the house and specified synthetic stone in the upper areas, DesPlantes says. “It’s lightweight, so it does not require additional structure to hold it up. Using it where the owner cannot touch or see it will save money.”

Skillfully speced and strategically placed, great pretenders can save time and money, both on the front end for the builder and at the back end for the buyer. And that can make the architect a real hero to both.
When a project demands superior quality at an affordable price in a fast and reliable manner, Superseal has the product for you. We have been dedicated to providing the highest quality vinyl windows and patio doors to the building industry for over 40 years. We provide complete orders and on-time deliveries. A comprehensive program offering detailed product specifications for ease of use in design configurations. An extensive and inspiring selection in all shapes and sizes. Energy efficient construction backed by the Energy Star label. Maintenance-free durability.

Our comprehensive website offers increased accessibility for builders and homeowners. Our full product line is listed and dealers can easily acquire up-to-date specifications, codes, pricing and test reports. Brochures on all products can be downloaded in an instant.

We use the most advanced, innovative, state-of-the-art technology available. Our windows will perform smoothly and consistently, year after year, for ultimate satisfaction. We offer an extensive selection of vinyl window products in double-hung, single-hung, slider & patio doors and custom shapes to accent or enhance any project, adding beauty and character while providing superior energy efficiency and savings.

We will be unveiling the product that will revolutionize the vinyl window industry. The Cellular Window. This new line of windows will offer you all of the convenience of a maintenance-free vinyl window while giving you the aesthetic good looks of a wood window. This environmentally friendly product insulates over 50% more than wood and over 200% more than hollow vinyl giving you the maximum energy efficiency available on the market today. To learn more about our complete line of new construction windows and patio doors and the NEW cellular window,

call Superseal Vinyl Windows at: 888-NEW-VINYL (639-8469).
You may also contact us directly at 800-521-6704 or visit our website
www.supersealwindows.com

MANUFACTURING COMPANY INC.

Circle no. 204
new material

piping-hot products for your next project.

high stile

The resurgence of bungalow homes led Feather River to launch this line of Craftsman-style doors. In the Arts and Crafts spirit of Maybeck and Morgan, the company makes the doors from various hardwoods and adds such touches as engineered stile-and-rail construction, true cope-and-stick panels, and art-glass sidelights and transoms. Species include alder, oak, mahogany, walnut, and pine. Feather River, 800.395.3667; www.finedoors.com.

—Nigel F. Maynard

jet set

Kathryn Streeby, a product manager at Kohler, says low-flow toilets are inefficient because they have inexact flushing systems. The solution, she says, is the new Ingenium. This gravity-fed, siphon-jet system performs as well as the now-banned, 3.5-gallons-per-flush toilets, Streeby says, thanks to water channels that work as one unit to create greater flushing force. The toilet has a 10-inch water surface for improved hygiene and odor reduction. Kohler, 800.4.KOHLER; www.kohler.com.

the professionals

Because installing washers and dryers in multifamily units can pose space and venting obstacles, ASKO (now owned by AM Appliance Group) created the Professional Laundry Series. The products can be stacked, installed in a closet, or built in under kitchen or bathroom countertops. “The series includes a ventless dryer—something you don’t see that often,” says Jim Howser, in the company’s commercial products division. The washer uses fewer than 15 gallons per cycle, washes as many as 14 bath towels per load, and uses less electricity than comparable units, says the maker. ASKO, 972.725.1772; www.askousa.com.
Prefinished and easy to install, WoodHaven comes with clips and screws specially designed for the interlocking tongue-and-groove planks.

WoodHaven™ Laminate Ceiling Planks

With WoodHaven™ Laminate Ceiling Planks, Armstrong brings an exciting new offering to your interior finishing options. The most interesting development in residential ceilings since timbered beams in baronial dining halls, WoodHaven has a cozy, comfortable, casual look that complements any décor.

Add your signature touch to each home you create with WoodHaven Laminate Ceiling Planks, available in Classic White, Beech, Warm Cherry and Natural Maple. Brought to you by Armstrong, the name you and your customers have trusted for beauty, quality and value for over a century.

To find out more, call 1-800-233-3823 or visit our website at www.armstrong.com.
light show

brighten your clients’ homes
with these trend-setting fixtures.

off the shelf

mood indigo

The 4-foot-long, linear fluorescent Aliante fixture
boasts 95 percent efficiency, says its maker. One-inch-diameter, braided stainless steel sheaths elegantly conceal the light’s power source; a polycarbonate lens on the bottom diffuses the lamp’s bright beams. The components can be ordered in satin or in brushed clear, blue, or black anodized aluminum as a set or as separate elements. Ivalo Lighting, 215.830.1408; www.ivalolighting.com.

righteous retro

The V2 series’ opaque white glass shades—made from a 1950s mold—lend the fixtures retro flair. Modern casting and machined aluminum hardware update the look. The pendant shade hangs 27 inches long; a matching sconce and portable cordless lamp complete the set. 2thousand degrees, 510.234.2086; www.2thousanddegrees.com.

glowing review

The environmentally correct Lulu fixture sports a shade made from recycled plastic and uses dimmable compact fluorescent bulbs or standard incandescents. The shade—composed of two offset semicircles—also comes in a slightly tapered version, as well as in various patterns and colors. Fire & Water, 212.475.3106; www.cyberg.com.

continued on page 86
Introducing Majestic Slate Colonial Tiles

Classic Roofing With an Attitude

Smaller, Cape Cod Style
Wind Warranty Available
50-Year Transferable Warranty Available
Class A Fire Resistance
Class 4 Impact Resistance

Premium Roofing Premium Performance

800.221.7170
www.premiumroofs.com

©Copyright 2001 by EcoStar, a division of Carlisle SynTec Incorporated. EcoStar and Majestic Slate Colonial are trademarks of Carlisle Incorporated.

Circle no. 37
**Off the Shelf**

**Drum Roll**

Characterized by smoothly curved aluminum segments with raised vertical seams, Meridian lighting fixtures feature drumlike fittings available in either 3- or 8-inch depths with 9- or 16-inch-diameter, nonglare acrylic lenses. The pendants hang from heavy-gauge steel aircraft cables. Funky finishes include brushed natural aluminum as well as gloss, crinkle, matte, or metallic baked enamels.

d'ac Lighting, 914.698.5959; www.daclighting.com.

**Star Light**

Part of the Futura Range collection, this handmade iron chandelier is available in natural or matte black finishes with frosted glass globes. Individually created and finished, the chandeliers span nearly 41 inches in diameter and use 40-watt incandescents. The Futura is available in a wall sconce with one or two globes, and as a hanging fixture with three, nine, or 12 globes. Smithbrook Lighting, 678.445.5556; www.smithbrooklighting.co.uk.

**Arc de Squares**

Aptly titled Squares, this fixture consists of white acrylic squares punctuated by chrome knobs within a sleek, stainless-steel frame. Part of a modular collection, the decorative shield must be used in conjunction with LBL's indoor/outdoor die-cast aluminum luminaire. Mountable on the wall or ceiling, the fixture's 6-inch-deep arc covers 14 by 15½ inches. Finishes include brushed stainless, black, white, bronze, rust, and custom colors. LBL Lighting, 800.323.3226; www.lbllighting.com.

—Shelley D. Hutchins
Three new colors from elk

The Prestique Gallery Collection features timeless hues whose rich appearance reflects the splendors of the natural world. These color blends are the result of our collaboration with internationally acclaimed artist Bart Forbes. You may recall seeing his distinctive artwork in the pages of Time magazine and other widely circulated publications. He is famous for his themed paintings and has designed over 20 commemorative postage stamps for the US Postal Service— including the “America the Beautiful” series. Mr. Forbes used his artistic touch to help us create colors that are at once unique, yet in harmony with their surroundings. Selections from the Prestique Gallery Collection have the Elk High Definition* look, a 40-year limited warranty and 110 mph limited wind warranty*.
architects' choice

product picks from the pros.

scheurer architects

j. robert white
newport beach, calif.

good soak

"The Clothilde freestanding copper bathtub from Waterworks redefines luxury while becoming the focal point of the most elegant of master-bathroom environments," says White. Waterworks, 800.927.2120; www.waterworks.com.

go west

"The beauty of Southwest Door’s products is their simplicity, variety of finishes, and overall quality,” says White. One of his favorites is the wire-brushed cedar casement window, which he says is “designed to withstand nature’s elements in a variety of locations and environments.” Southwest Door, 520.574.7374; www.southwest-door.com.

rocky top

Eldorado Stone offers handmade stone veneers made from natural stone. “Whether it’s a Western ranch vernacular house in the Colorado Rockies or a Tuscan-style farmhouse on the Pacific Coast, these products reinforce the character and quality of the architecture,” White says. The stones are available in more than 18 profiles and 65 colors. Eldorado Stone, 760.736.3232; www.stonecraft.com.

—nigel f. maynard
See DuPont Tyvek® FlexWrap™ in action and get a FREE DuPont Motorsports Tyvek® Racing Jacket!

DuPont Tyvek® FlexWrap™ is an amazing window flashing tape that:
- Gives window openings seamless protection in the vulnerable bottom corners
- Installs easily—crews love it
- Conforms to any type of window shape
- Self-seals around most common fasteners
- Flashes arches in a flash

See it live! IBS 2002 Show, February 8-10

When:
- Friday, February 8: 12:30 pm, 2:00 pm, 3:30 pm, 5:00 pm
- Saturday, February 9: 11:00 am, 1:00 pm, 2:30 pm, 4:00 pm
- Sunday, February 10: 11:00 am, 1:00 pm, 2:30 pm, 4:00 pm
  (NO demonstrations on Monday, February 11)

Who:
Live window flashing demonstrations by Carl Hagstrom, builder and contributing editor of The Journal of Light Construction.

How:
Tear out this ad, bring it with you to the IBS Show, watch the 25-minute demonstration, and turn in the ad for your FREE DuPont Motorsports Tyvek® racing jacket.

For more information:
1-800-44-TYVEK®
www.Tyvek.com

SEE US AT BOOTH 6140
Look up for the big DuPont sign overhead to find us!
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

STHD
PHD8
MAS
PHD2
C5
MTS18
H5
H7
H2.5
LSTA24

For extra reinforcement where it counts, choose Strong-Tie, the brand to help you get well-connected!
Create a place where best friends come together.

For 75 years, Heatilator has created fireplaces as unique as the personalities of those enjoying them. Woodburning, Gas, Single-sided, or multi-sided. For every room in the house where friends and family like to gather. Partner with the first name in fireplaces to bring the warmth home.

For more information, call 1-800-927-6841.

Since 1927

Heatilator
The first name in fireplaces

heatilator.com
fireplaces.com

Find out how you can qualify to win the Heatilator 75th Anniversary Harley-Davidson® Sportster® Motorcycle!

Contact your Heatilator distributor for details or stop by booth #4854 at the 2002 International Builders Show in Atlanta.

Harley-Davidson Motor Company is not endorsing, sponsoring, or otherwise affiliated with this promotion. Circles no. 200
2002 CUSTOM HOME Design Awards

Custom Home magazine announces the tenth annual CUSTOM HOME Design Awards program, honoring the country’s finest CUSTOM HOME design.

Entry Deadline: April 30, 2002

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

Eligibility Requirements
- Entries must be true custom houses, that is, houses designed and built for specific clients and specific sites.
- Projects must be completed after January 1, 1999. Projects that already have received 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.

Mail this completed entry form and your payment to:
2002 CUSTOM HOME Design Awards
One Thomas Circle, N.W., Suite 600
Washington, D.C. 20005
Attention: Shelley Hutchins

Contact Information
Name ________________________________
Title __________________ Company ______
Address _______________________________
City/State/Zip __________________________
Telephone _____________________________

Send more information.
Send entry binder(s) and instructions now.
Payment for _______ entries at $125 each is enclosed:
Check for $ _______ payable to CUSTOM HOME is enclosed;
☐ VISA ☐ MasterCard ☐ American Express
Card Number ___________________ Expiration Date __________
Name on Card _______________________
Signature ___________________________

Category
Number of Entries
1. Custom Home 3,000 square feet or less
2. Custom Home 3,000 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)
Boost Your Sales With Custom Reprints From

Order reprints of your company's feature from this issue
Call PARS International Corp. at (212) 221-9595

Minimum order 500 reprints

www.ebuild.com
the world's largest interactive building product guide

Finally there's one place to find information on all the building products you need. You'll find descriptions, diagrams, dimensions, installation instructions, warranty information and more. Best of all, it's FREE.

visit ebuild today

DESIGNER DOORS
PIONEERING POSSIBILITIES
Don't Flitch Around! Get it All Together with...

**BETTER HEADER™ SANDWICH PLATE SYSTEM**

Take the Hassle Out of Building it Yourself
Eliminate Hours & Hours of Unnecessary Labor

- Stronger Flitch Plate Headers (the original engineered lumber)
- Perforated Sandwich Plate System Requires No Assembly
- Quick and Easy with No Furring
- Ready to Veneer
- Simple to Cut with Metal Saw Blade
- Less Expensive than Building it Yourself
- Most Beams Shipped in 72 Hours

**Only Better Header® Offers You the Patented PFS FASTENING SYSTEM**

Designed by engineers and manufactured in-house at our state-of-the-art facility. This multi-angle, pre-fitted steel nut allows for maximum compression without compromising the structural integrity of the lumber. The PFS system, combined with Grade 5 bolts, provides the ultimate strength and eliminates the need for furring...making every project a success.

**PROUDLY MADE IN THE USA**

Better Header® Sandwich Plate System • 1.877.243-2337
www.betterheader.com

---

**OLD WORLD MOULDINGS, INC.**

Our stock moulding profiles and custom millwork capabilities offer the discriminating architect the tools to design, modify, specify and complete the perfect project. Mouldings produced in any hardwood or softwood species to match any profile design.

Full color catalog available on-line and in print.
Old World Mouldings, Inc.
821 Lincoln Avenue
Bohemia, NY 11716
Phone: 631-563-8660
Fax: 631-563-8815
Web: www.oldworldmouldings.com
e-mail: oldworldinfo@mindspring.com

---

**COLUMNNS, BALUSTRADES & MOULDINGS**

**MELTON MAKES IT CLASSIC**

- Fiberglass Columns
- Poly/ Marble Columns & Balustrades
- Synthetic Stone Balustrades & Columns
- Wood Columns
- Cast Stone Balustrades & Details
- Polyurethane Balustrades, Mouldings & Details
- GFRC Columns & Cornices
- GRG Columns & Details
Nature's detailing manifests the symbiosis between an aged country dwelling and its natural setting. Occasionally, we can aid this subtle process. Visit our showcase and discover the ambiance vital for the serenity of your residence.

STONECAD®: CULTURED STONE® TOTAL INFORMATION RESOURCE
Everything you need to design with stone on one CD-ROM. Select, visualize and specify Cultured Stone® products, see and download views of all textures and colors, a photo gallery of design ideas, hatch patterns, tileable textures, installation information, specification formats and a Cultured Stone® Web site link.

(800)-644-4487
Offer limited to building professionals. Please state your profession. Circle No. 407

MOUNTAIN LUMBER COMPANY
800/445-2671 • 434/985-3646 • www.mountainlumber.com
Circle No. 408
architect’s showcase

LockDry® Aluminum Decking
The One Step Roof Deck System

Maintenance Free • Absolutely Water Tight
Versatile • Easy Installation • Non-Skid Surface

Lifetime Warranty!
1-800-711-1785 • Fax (256) 287-0417
Email: info@lockdry.com • www.lockdry.com
U.S. Pat. #5,816,010 • Meets or Exceeds SBCCI Building Code

Craftsmen in Wood

602-296-1050
Call for a Free Catalog

The Finest Handcrafted Doors, Hardware and Cabinet Fronts
Arizona • Colorado • Montana
www.ciwood.com
5441 W. Hadley St • Phoenix, AZ 85043

Southern Pine Council

Circle No. 410

SOUTHERN PINE FINGER-JOINTED STUDS
Booklet highlights the benefits of using Southern Pine finger-jointed studs. Applications, availability, and code accept ance are also explained. These studs are straight, dimensionally stable, and interchangeable with solid-sawn lumber. The superior properties of Southern Pine are demonstrated and compared to several other commonly used species. Request a free copy. Call 504-443-4464, or visit: www.southernpine.com

Southern Pine Council
Circle No. 412

Only one company builds extraordinary stairways that meet and exceed AWI standards while offering exquisite beauty and endless possibilities.

Phone us at (800) 558-5096 or visit our Web site for inspiration and information.

www.arcways.com

A World of Endless Possibilities

Southern Pine
Finger-Jointed Studs
BUILDING? REMODELING?
If so, consider planning for the future by installing a Waupaca Elevator that is designed to fit your decor. A Waupaca Elevator means comfort, convenience, mobility, and safety. DON'T BE CAUGHT UNABLE TO REMAIN IN YOUR HOME IN CASE OF ACCIDENT, ILLNESS AND/OR AGE. Our custom capabilities assure there is an elevator to fit your needs. For further information contact:

Waupaca Elevator Co.
1050 So. Grider St.
Appleton, Wisconsin 54914
Tel: 1-800-238-8739 • Fax: 1-920-991-9087 • Circle No. 413

Elegant Residential Elevators
Call Our Architectural Line
1-800-968-5438

- Easy and quiet operation
- Smooth ride
- Custom sizes
- Designed to enhance any decor
- Handcrafted wood interior walls
- Winding drum or roped hydraulic drive

Elegant Residential Elevators

National Wheel-O-Vator

Web Site: www.wheelovator.com
Email: research@wheelovator.com
509 W. Front St. Roanoke, IL 61561-0348
Circle No. 414
Western Red Cedar Finish Lumber
Excellent for Vacation Homes and Resort Communities

Best Grades of
- Exterior Sidings
- Interior T&G Panelings
- Decking
- Shakes/Shingles
- Timbers and Beams
All Sizes of Sauna Kits

Bear Creek Lumber
(800) 597-7191
Fax: (509) 997-2040
Worldwide Delivery To Your Door

Check our website for Free Gift Offer
bearcreeklumber.com

Ask about our full line of Yellow Cedar
Decking, Panelings, Timbers
Also
- #1 Douglas Fir Timbers
- Pine or Hardwood Floorings
- Redwood T&G
- Custom Milling Available

Finally, low-cost protection against washing machine leaks and floods!

FLOODSAVER
AMH, Inc.
P.O. Box 1782
Stanwood, WA 98292
PHONE (360) 629-9269
FAX (360) 629-2838
ORDER 1-800-929-9269
WEB www.floodsaver.com
Circle No. 418

ROYAL CORINTHIAN INC.
PREMIUM SYNTHETIC COLUMNS AND BALUSTRADE SYSTEMS
Job site 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.royalconthian.com FAX: (630) 876-3098 Circle No. 419
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

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

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

Circle No. 422
Framing curves has never been so easy. Simply bend Flex-C Trac by hand to frame everything from barrel vaults and curved walls to columns and wavy ceilings. Flex-C Trac works great with both wood and metal stud application. Beautiful curves are just around the Bend.

Available in 3\(\frac{3}{4}\), 2\(\frac{1}{2}\), 6\(\frac{1}{2}\) and Angle.

Call us at 405.715.1799 or visit us at www.flexc.com

Choose from thousands of options and colors in stock.
Professional closets with a Lifetime Guarantee.
Free Shipping anywhere in the U.S.

Visit us at www.easyclosets.com
1-800-910-0129
Make closets a profitable addition to your business!!

Finlandia Saunas are a cut above the rest with highest quality materials and old country craftsmanship. In fact, we still use 1\(\times\)4\(\frac{1}{4}\) wall and ceiling boards, while our competitors use only 1\(\frac{1}{2}\)\(\times\)4\(\frac{1}{4}\). 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

Free Master Catalog!
Best Prices... Best Selection... All From Stock!

Architectural Products by Outwater
Call 1-888-772-1400 (Catalog Requests)
1-800-835-4400 (Sales) • Fax 1-800-835-4403
www.outwater.com
Circle No. 426
For information on advertising in architect's showcase, please call Leslie LeGrande at 202-736-3486.
Construction Office™ 2002

Used by thousands of Builders, Individuals and Professionals, UDA Construction Office Software is your comprehensive solution for Construction Management tools. Newly updated Construction Office™ 2002 now includes over 350 pages of Construction Contracts, Forms, Specifications, Estimating Templates and Quicken accounting to accomplish everyday tasks more efficiently. Whether you are working on 1 or 20 projects, UDA Construction Office provides the Construction Management tools you need to succeed!

Choose from our complete line of Construction Office™ 2002 Versions: Builder Remodeler Light Commercial Architect Design-Build Construction Management Professional Developer and California

$259.95 - $689.95

Now Available, Download Direct Online!
Call 1-800-700-8321 or visit our website at www.constructioncontracts.com for more information or to request a free brochure.

Free! Act Now and receive Quickbooks Pro Templates with the Professional or Developer! (a $149.95 value, free while supplies last)

Build Sales. Build Efficiently. Build Your Business!
## Ad index

<table>
<thead>
<tr>
<th>Advertiser</th>
<th>Page</th>
<th>Circle</th>
<th>Phone No.</th>
<th>Web Site/E-mail</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alumax Bath Enclosures (a product of Alcoa)</td>
<td>29</td>
<td>236</td>
<td>870-254-4260</td>
<td><a href="http://www.alumaxbath.com">www.alumaxbath.com</a></td>
</tr>
<tr>
<td>Aristech acrylics</td>
<td>25</td>
<td>69</td>
<td>800-485-1124</td>
<td><a href="http://www.AristechAcrylics.com">www.AristechAcrylics.com</a></td>
</tr>
<tr>
<td>Armstrong World Industries</td>
<td>83</td>
<td>50</td>
<td>800-233-3823</td>
<td><a href="http://www.armstrong.com">www.armstrong.com</a></td>
</tr>
<tr>
<td>CEMCOlift</td>
<td>42</td>
<td>209</td>
<td>215-703-0358</td>
<td><a href="http://www.cemcolift.com">www.cemcolift.com</a></td>
</tr>
<tr>
<td>Cabot</td>
<td>14</td>
<td>225</td>
<td>800-US-STAIN x347</td>
<td><a href="http://www.cabotarchitect.com">www.cabotarchitect.com</a></td>
</tr>
<tr>
<td>CertainTeed/Boardwalk</td>
<td>23</td>
<td>321</td>
<td>800-233-8990 x106</td>
<td><a href="http://www.certainteed.com/cb106">www.certainteed.com/cb106</a></td>
</tr>
<tr>
<td>CertainTeed/Roofing</td>
<td>37</td>
<td>56</td>
<td>800-233-8990</td>
<td><a href="http://www.certainteed.com">www.certainteed.com</a></td>
</tr>
<tr>
<td>CertainTeed/WeatherBoards FiberCement</td>
<td>C3</td>
<td>320</td>
<td>800-233-8990 x106</td>
<td><a href="http://www.certainteed.com/wp106">www.certainteed.com/wp106</a></td>
</tr>
<tr>
<td>CertainTeed/Cedar Impressions</td>
<td>35</td>
<td>313</td>
<td>800-233-8990 x1061</td>
<td><a href="http://www.certainteed.com/ci1061">www.certainteed.com/ci1061</a></td>
</tr>
<tr>
<td>Cor-A-Vent, Inc.</td>
<td>76</td>
<td>356</td>
<td>800-837-8368</td>
<td><a href="http://www.cor-a-vent.com">www.cor-a-vent.com</a></td>
</tr>
<tr>
<td>Designer Doors, Inc.</td>
<td>93</td>
<td>74</td>
<td>800-241-0525</td>
<td><a href="http://www.designerdoors.com">www.designerdoors.com</a></td>
</tr>
<tr>
<td>Dupont Corian</td>
<td>12</td>
<td>314</td>
<td>800-426-7426</td>
<td><a href="http://www.corian.com">www.corian.com</a></td>
</tr>
<tr>
<td>Dupont Tyvek</td>
<td>89</td>
<td>355</td>
<td>800-44-TYVEK</td>
<td><a href="http://www.Tyvek.com">www.Tyvek.com</a></td>
</tr>
<tr>
<td>Eagle Window &amp; Doors</td>
<td>41</td>
<td>71</td>
<td>800-453-3633</td>
<td><a href="http://www.eaglewindow.com">www.eaglewindow.com</a></td>
</tr>
<tr>
<td>EcoStar, Inc.</td>
<td>85</td>
<td>37</td>
<td>800-221-7170</td>
<td><a href="http://www.premiumroofs.com">www.premiumroofs.com</a></td>
</tr>
<tr>
<td>Eldorado Stone</td>
<td>42</td>
<td>32</td>
<td>800-369-2322</td>
<td><a href="http://www.eldoradostone.com">www.eldoradostone.com</a></td>
</tr>
<tr>
<td>Elk Premium Roofing</td>
<td>87</td>
<td>38</td>
<td>800-422-1230</td>
<td><a href="http://www.elkcorp.com">www.elkcorp.com</a></td>
</tr>
<tr>
<td>Heat-N-Glo</td>
<td>28</td>
<td>261</td>
<td>888-427-3973</td>
<td><a href="http://www.heatnglo.com">www.heatnglo.com</a></td>
</tr>
<tr>
<td>Henderson Black &amp; Green</td>
<td>36</td>
<td>231</td>
<td>800-264-4HGB</td>
<td><a href="http://www.hhcolumns.com">www.hhcolumns.com</a></td>
</tr>
<tr>
<td>Heatilator</td>
<td>91</td>
<td>200</td>
<td>800-927-6841</td>
<td><a href="http://www.heatilator.com">www.heatilator.com</a></td>
</tr>
<tr>
<td>KitchenAid, USA</td>
<td>6-7</td>
<td>361</td>
<td>800-422-1230</td>
<td><a href="http://www.KitchenAid.com">www.KitchenAid.com</a></td>
</tr>
<tr>
<td>Knauf Fiber Glass</td>
<td>4</td>
<td>82</td>
<td>800-825-4494</td>
<td><a href="http://www.knauffiberglass.com">www.knauffiberglass.com</a></td>
</tr>
<tr>
<td>Koch Waterproofing Solutions, Inc.</td>
<td>84, 52</td>
<td>392-394</td>
<td>800-4-KOHLER</td>
<td><a href="http://www.TUFF-N-DRI.com">www.TUFF-N-DRI.com</a></td>
</tr>
<tr>
<td>Kohler Plumbing Products</td>
<td>24A-B</td>
<td>---</td>
<td>800-4-KOHLER</td>
<td><a href="http://www.kohlerco.com">www.kohlerco.com</a></td>
</tr>
<tr>
<td>Kolbe &amp; Kolbe Millwork Company, Inc.</td>
<td>27</td>
<td>277</td>
<td>800-955-8177</td>
<td><a href="http://www.kolbe-kolbe.com">www.kolbe-kolbe.com</a></td>
</tr>
<tr>
<td>Louisiana Pacific Corp./TechShield</td>
<td>79</td>
<td>351</td>
<td>800-450-6108</td>
<td><a href="http://www.techshield.lpcorp.com">www.techshield.lpcorp.com</a></td>
</tr>
<tr>
<td>Louisiana Pacific Corp./Smart System</td>
<td>62-73</td>
<td>800-648-6893</td>
<td><a href="http://www.lpcorp.com">www.lpcorp.com</a></td>
<td></td>
</tr>
<tr>
<td>Marvin Windows and Doors</td>
<td>16-17, 20-21</td>
<td>99, 311</td>
<td>800-236-9690</td>
<td><a href="http://www.marvin.com">www.marvin.com</a></td>
</tr>
<tr>
<td>Mid-America Building Products Corp.</td>
<td>43</td>
<td>303</td>
<td>866-288-2726</td>
<td><a href="http://www.atlanticshuttersystems.com">www.atlanticshuttersystems.com</a></td>
</tr>
<tr>
<td>National Pool and Spa Institute</td>
<td>53</td>
<td>227</td>
<td>800-322-3996</td>
<td><a href="http://www.nspi.org">www.nspi.org</a></td>
</tr>
<tr>
<td>Pella Corporation</td>
<td>C2-1</td>
<td>19</td>
<td>800-54-PELLA</td>
<td><a href="http://www.pella.com">www.pella.com</a></td>
</tr>
<tr>
<td>Portland Cement Association</td>
<td>75</td>
<td>39</td>
<td>847-966-6200</td>
<td><a href="http://www.portcement.org">www.portcement.org</a></td>
</tr>
<tr>
<td>Portland Cement Association</td>
<td>52</td>
<td>264</td>
<td>888-333-4840</td>
<td><a href="http://www.concretehomes.com">www.concretehomes.com</a></td>
</tr>
<tr>
<td>Reemay, Inc.</td>
<td>39</td>
<td>388</td>
<td>800-321-6271</td>
<td><a href="http://www.reemay.com">www.reemay.com</a></td>
</tr>
<tr>
<td>Reward Wall Systems</td>
<td>34</td>
<td>341</td>
<td>800-468-6344</td>
<td><a href="http://www.rewardwalls.com">www.rewardwalls.com</a></td>
</tr>
<tr>
<td>Simpson Strong-Tie Company, Inc.</td>
<td>90</td>
<td>26</td>
<td>800-999-5099</td>
<td><a href="http://www.strongtie.com">www.strongtie.com</a></td>
</tr>
<tr>
<td>Sofpro Systems, Inc.</td>
<td>38</td>
<td>79</td>
<td>800-248-0164</td>
<td><a href="http://www.softpro.com">www.softpro.com</a></td>
</tr>
<tr>
<td>Southern Cypress Manufacturers Assoc.</td>
<td>74</td>
<td>44</td>
<td>877-607-SCMA</td>
<td><a href="http://www.cypressinfo.org">www.cypressinfo.org</a></td>
</tr>
<tr>
<td>Style Solutions, Inc.</td>
<td>9</td>
<td>331</td>
<td>800-446-3040</td>
<td><a href="http://www.stylesolutionsinc.com">www.stylesolutionsinc.com</a></td>
</tr>
<tr>
<td>Superior Clay Corporation</td>
<td>74</td>
<td>383</td>
<td>740-922-4122</td>
<td><a href="http://www.superiorclay.com">www.superiorclay.com</a></td>
</tr>
<tr>
<td>Supersal Manufacturing</td>
<td>81</td>
<td>204</td>
<td>888-NEW-VINYL</td>
<td><a href="http://www.supersalwindows.com">www.supersalwindows.com</a></td>
</tr>
<tr>
<td>Tendura</td>
<td>2-3</td>
<td>229</td>
<td>800-TENDURA</td>
<td><a href="http://www.tendura.com">www.tendura.com</a></td>
</tr>
<tr>
<td>TrimJoist</td>
<td>77</td>
<td>22</td>
<td>800-844-8281</td>
<td><a href="http://www.trimjoist.com">www.trimjoist.com</a></td>
</tr>
<tr>
<td>Unico System</td>
<td>52</td>
<td>54</td>
<td>800-527-0896</td>
<td><a href="http://www.unicosystem.com">www.unicosystem.com</a></td>
</tr>
<tr>
<td>Weather Shield Manufacturing, Inc.</td>
<td>10-11</td>
<td>25</td>
<td>800-477-6808 x2608</td>
<td><a href="http://www.weathershield.com">www.weathershield.com</a></td>
</tr>
<tr>
<td>Whirlpool Corporation</td>
<td>6-7</td>
<td>348</td>
<td>800-233-1301</td>
<td><a href="http://www.insideadvantage.net">www.insideadvantage.net</a></td>
</tr>
<tr>
<td>Whirlpool Corporation</td>
<td>C4</td>
<td>360</td>
<td>800-233-3977</td>
<td><a href="http://www.insideadvantage.net">www.insideadvantage.net</a></td>
</tr>
<tr>
<td>Window and Door Manufacturers Assoc.</td>
<td>51</td>
<td>364</td>
<td>800-233-2301</td>
<td><a href="http://www.wDMA.com">www.wDMA.com</a></td>
</tr>
<tr>
<td>Windsor Window Company</td>
<td>31</td>
<td>27</td>
<td>800-887-0111</td>
<td><a href="http://www.windsorwindows.com">www.windsorwindows.com</a></td>
</tr>
<tr>
<td>Wolverine Siding Systems</td>
<td>33</td>
<td>28</td>
<td>888-838-3100 x106</td>
<td><a href="http://www.siding.com">www.siding.com</a></td>
</tr>
</tbody>
</table>

*Issue mailed in regional editions.*

---

Volume 6, number 1, residential architect (ISSN 1093-359X) is published nine times a year in 2002 by Hanley-Wood, LLC, One Thomas Circle, N.W., Suite 600, Washington, DC 20005. Copyright 2002 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. Out-of-field subscription rates are: U.S., $39.95; U.S. students $19.99; 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.
moore is more

moore/andersson compound, austin, texas, 1984–86
charles w. moore and arthur andersson

"the architect's task is not to make or purify some abstraction, but rather to design a stage for the centered inhabitant, for him or her or them to act out their lives."
—charles w. moore, faia

Charles Moore designed his eighth and last home, a remodel in Austin, Texas, for himself with his partner in Moore/Andersson Architects, Arthur Andersson, AIA. The residence consists of a group of small buildings clustered around a central courtyard with a swimming pool. Each room contains a selection of toys, books, and folk art from Moore's well-known, whimsical collection.

The Charles W. Moore Center for the Study of Place now occupies and maintains the property. For information about touring the Moore/Andersson compound, visit www.charlesmoore.org or call the center at 512.477.4557.

—Meghan Drueding