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Avalon Door & Window: Two stores keep them busy “First in West” Marvin Design Gallery opens Santa Barbara showroom

Below, from left, Brian Larkowski and Damon Gregory, both affiliated with the new Avalon Door & Window Marvin Design Gallery at 824 E. Haley St., Santa Barbara, finish displays in the recently completed showroom, below. (Photos by Stillmeadow Productions.)

Designed to be a central component for the local building industry, Avalon Door & Window has opened its new Marvin Design Gallery at 824 E. Haley, Santa Barbara. “This showroom is the first of its kind in California,” insists Mike Stevenson, manager of both stores. “We’ve created the most comprehensive Marvin and Integrity display showroom west of the Rockies.”

The Santa Barbara team includes Brian Larkowski and Damon Gregory. Brian has 19 years of door and window-related experience, including sales, service and installation, while Damon, has a background in design and drafting as well as experience in new construction and remodeling.

“Marvin is a product line with over 11,000 standard sizes, configurations and unmatched custom capabilities,” explains Mike. “As Marvin specialists in the Santa Barbara market, Brian and Damon will provide a higher level of service and order accuracy, as well as information for clients on custom capabilities and options that customers otherwise might not be aware of.”

“We are excited to be a viable part of this great community,” states Brian. “This new showroom also is a testament to both Avalon’s and Marvin’s long-term commitment to Santa Barbara’s specific product needs.”

“Santa Barbara is a unique market with unique needs and Brian and Damon have adapted their business model to better serve the community at large,” Mike adds.



One concept of the Design Gallery, Brian explains, is to offer architects and builders in the area ongoing, in-depth support, including design assistance, value engineering and AAMA/AIA-based training.

Benefits for the homeowner include access to a well-represented showroom to see Marvin products and available options first hand. Displays, arranged in a spacious, relaxed environment, and a knowledgeable staff to guide them through the product selection process, will help answer questions related to the specific needs of their project.

“The Design Gallery staff intends to provide the most comprehensive Marvin support ever available in the Santa Barbara area,” Mike emphasizes. “Combined with competitive pricing, their complimentary skills and well-rounded base of

(Continued on page 26)



Pacific Timber Products & Eagle Windows: A classic pair

Product warranty extends 20 years

Below, Eagle Windows from Pacific Timber Products, Santa Barbara, have been installed in numerous homes and buildings throughout Santa Barbara and the surrounding communities. (Photos by Stillmeadow Production and courtesy Pacific Timber Products, Santa Barbara.)

One thing Russ Waldrop has noticed over the past 27 years has been the number of contractors and architects, not to mention home and business owners, who come into his showroom at Pacific Timber Products in Santa Barbara, seeking information about windows and doors from Russ and his partner, Jim Schrodek. "We want them to be informed," insists Russ. "We strive to be approachable and friendly, educating our clients, some of whom seem overwhelmed, as to what are the best options for this coastal climate and region."

Russ and his partner, Jim Schrodek, have added numerous product lines over the years but one of the most significant has been the distributorship for Eagle Windows.

Popular on the East Coast, Eagle Windows has been known for years as a commercially-rated product line that offers a lifetime warranty on its exterior T-6 aluminum alloy cladding. "Regardless of the proximity to the influences of the ocean, the Eagle warranty provides the contractor and home owner with the assurance of a company that builds its windows to last," Russ claims. "The Eagle warranty reflects the confidence that this company has in its product line. In many instances their warranty coverage is twice as long as that of our competitors. The same Eagle doors that we sell here in Santa Barbara are certified for installation in Dade County Florida, right in the middle of hurricane alley."

"Additionally, Eagle's design flexibility and adherence to the look of an 'old fashioned' putty glazed wood window has resulted in the Santa Barbara Architectural Board of Review's acceptance of Eagle clad windows for use in the downtown 'historic' section of Santa Barbara. No other clad window so closely resembles the look and feel of an old fashioned wood window, while offering a lifetime warranty on the exterior cladding." He adds, "We were one of the first distributors for Eagle Windows in California. Over the past 20 years we've found them to be one of the most flexible companies we know

to assist architects and custom home builders with specialty windows. Their natural extension of creativity is a real plus with people in this area. They are head and should-



ers above the competition, no one else matches their warranty, and their ratings are higher than many other products on the market. It's wonderful to see them being used in so many completed projects we've supplied in this area."

Eagle Windows come in 50 exterior colors, which can be mixed or matched, and selections can be made from 10 different species of wood, including solid pine, fir, mahogany, cherry, walnut, oak and knotty alder. The factory uses Sherman-Williams stains to seal the wood so that other wood in the home or office can be matched easily.

Another plus for Eagle Windows is its ability to withstand coastal weather. "It is our most sought-after window, not only because of its green factors and its warranty, but also because it is competitively priced and its glass acts as a sound barrier," Russ continues. "It allows you to come home, relax, and block out the heat and sounds of the day." Eagle Windows also use laminated, heat-treated tempered safety glass, which can be tinted to block visibility and for aesthetic reasons.

Contractors love Eagle Windows because they are easy to install, Russ adds. "They are built, stained and sealed in the factory so that they just drop in place. They require little or no maintenance and also are easy for owners to operate. You can tell they're different from the moment you see them. We invite contractors and architects to visit our showroom and see for themselves why Eagle Windows are everything we've promised and more."

Russ and Jim can be reached at 805-962-2202 or visit their showroom at 303 S. Milpas or review their product line online at pacifictimberproducts.com.

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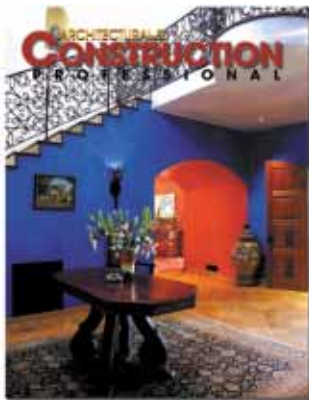
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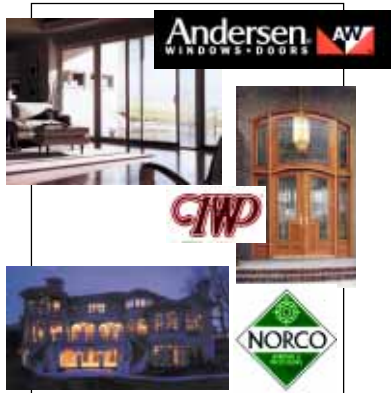
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Donn Roberts Construction
Santa Barbara

The two-story entry is accessed by huge double doors at this custom Montecito estate home, completed recently by Donn Roberts Construction, based in Santa Barbara. (Photo by Stillmeadow Productions.)

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NOTES FROM THE PUBLISHERS...

There are few, if any other areas in the world where so many talented craftsmen call home. The South & Central Coast is home to some of the best. Competition is keen. Money is available from those who insist upon only the best and they know quality when they see it.



Lynn & Irene Jones

Custom home builders and their craftsmen have assembled from all over the world to be part of the industry on the South and Central Coast. Over the last nine-plus years we at *Architectural & Construction Professional Magazine* have featured some of the best builders in the nation. Others in the same category will be

featured next. This is one

of our best issues yet. Ready, enjoy, file or pass it on. See you next issue!

— Lynn & Irene Jones, Publishers



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West Coast Sash & Door: Growing with the region

New window products increase custom options for local industry

For more than 17 years, West Coast Sash & Door, Inc., Ventura, has offered complete solutions to window and door needs on California's South Coast, according to owner/manager Steve Plat. "We have seen Ventura and the surrounding communities grow leaps and bounds since the business opened," states Steve. "I'm honored to be a part of this growth and to be involved in the community. The level of trust involved during this time is evident and we've enjoyed steady growth over the years, expanding as we met the needs of the community."

One of the newest displays now on view in its spacious showroom are windows by Simonton, an international company providing quality products since 1946. The Simonton Impressions line has a wide variety of options, colors, custom solutions, and styles from which to choose. Simonton products also include sensor glass, multiple-chambered profiles, power seal spacer systems, and the Energy Star label for maximum efficiency.

In addition to Simonton products, the showroom features more than two dozen, top quality brands of



windows and doors, as well as hardware. West Coast Sash & Door, Inc., also installs doors and windows and replacement windows, provides delivery to the job site or home, arranges for in-home and job site design consultation, and specializes in French and entry door systems in its custom shop.

"We also specialize in customer service," Steve insists. "Our staff is customer oriented and understands consumer needs. We handle each project quickly and efficiently, making sure not to inconvenience a client or delay a project. Whether it's installation or service, the bottom line is quality. We do what we say and we stay until the job is finished."



West Coast Sash & Door, Inc. offers other services, too – and all are licensed, bonded and insured, including stucco, electrical, plumbing, concrete, and painting.

"We live in the community and have an interest in its growth and progression. It doesn't take a rocket scientist to understand that one of the main reasons we have enjoyed a long relationship with the local industry is because customer service is our top priority," Steve adds. "Whether you are a contractor, architect or homeowner, we have just what you need for your next residential and commercial project."

To reach Steve and his well-trained staff, visit the showroom at 1922 Palma Drive, Ventura, or call 805-644-4902, or check online at www.wcsd1.com.





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www.wcsdl.com





Donn Roberts Construction:

Integrity comes first

Motto sets standard, keeps company busy in two counties

By Irene Jones

Top left, the dining room, living room, lower left, and entry, next page, of a home in Montecito, built by Donn Roberts Construction, Santa Barbara, features custom faux painting and distinctive floor coverings. (Photos by Stillmeadow Productions.)



If only one word could be used to describe Donn Roberts and his company, Donn Roberts Construction, based in Santa Barbara, that one word would be integrity. “Integrity comes first,” Donn insists. “That means work hard, don’t quit until you’re finished, and do the job right. If you do all that, then good things will happen.”

The growth Donn’s company has experienced since he went out on his own in 2001 is proof that his motto works. With more than 20 years of experience on every kind of construction – from commercial jobs, stores, offices and schools to residential





One of the Santa Barbara jobs recently completed was the Channel Islands Surfboard Shop. The project needed to be on a fast track and completed before demolition crews working on the original site reached the building that housed the manufacturing shop. Donn's crews finished the challenging job on time and the surfboard company was able to move into its new headquarters without any losses.

Other major jobs come in initially as small "fix-it" projects and because the clients like the quality of work and the rapport Donn is able to create with his customers, they eventually call him for their large projects. "Our clients have high expectations and we meet their needs," Donn adds. "We do many high profile jobs because the quality of the work we've completed shows we can handle the responsibility."

Donn's been handling the responsibility since he was a teenager working with his father, Tim Roberts, now semi-retired, and TM Roberts Construction. A native of Santa Barbara, Donn graduated from San Marcos High School and attended Santa Barbara City College. "I loved working with my dad but he encouraged me to learn everything I could about the business so I went to work for other contractors, too," Donn recalls. He spent three years working with a framing contractor and 14 years with a commercial firm, running large jobs, including the construction of seven schools. "There were intense expectations on the school jobs, and every one was

remodels and 10,000-square-foot-plus estate homes – Donn now oversees 22 employees and two offices while running more than 15 projects at any one time.

His second office, on Knoll Road in Ventura, was added as demand came in from clients all along the South Coast. "Most of the people we do work for are repeat customers," he explains. "Word of mouth gives us the rest of our business."

The interior of an estate home in Montecito built by Donn Roberts Construction, Santa Barbara, features a wide array of custom tile work in the guest bath, upper left, on the staircase, lower left, and in the kitchen. The ornate wrought iron was also specifically designed for the home, which was recently completed to meet a tight schedule. (Photos by Stillmeadow Productions.)



Top right, the exterior of an estate home built in Montecito by Donn Roberts Construction, Santa Barbara, includes many custom features, such as arched windows and doors and the tile roof. Below, a home nearing completion at Hollywood Beach in Ventura, is being built by Donn Roberts Construction. (Photos by Stillmeadow Productions.)



different, so I learned the right way to do things and how to do it right the first time,” he continues. Working with high-end architects taught him to how to complete detail-oriented jobs. “I learned how to do the very fine details, as well as every aspect of every trade, because they expect it,” he adds. The demand for school construction is still there but Donn now prefers other commercial projects and residential work. He has built storage units, retail outlets and offices.

He especially likes the challenges of custom home building. “Often the client will come to me first and we’ll explore the options available, then we’ll find an architect to draw up the plans for the project,” Donn says. “The clients like the fact that I understand the true costs of a project and we can identify those costs up front so that there are few if any change orders later. We also keep open books so clients can come in and look over the costs on their project at any time and know where we are with expenses and expectations. We never make assumptions. Everything is written down so there are no surprises at the end of the job. We even discuss items such as costs for appliances before we do the job so they are aware of what’s available and can make choices.”



Some decisions, like central vacuum and in-floor heating, have to be decided before construction begins because adding them later is a cost-prohibitive option many clients don’t understand. “I ask all those necessary questions up front, even if they aren’t on the plans, so everything is considered before construction begins,” Donn explains.

Donn thinks effective communication with the client is key to success in the industry and leads to more jobs in the future. “Your repeat business comes when you meet the expectations of the client and they move on to their





Donn has received calls from high profile clients who hear about him through word of mouth and call to have him come and finish projects that for some reason or another have been left uncompleted. "I'm flattered that they would call me," he says. "We have built a good rapport with them and our goal with all our clients, is to do the best job possible at all times." He has received numerous unsolicited letters of recommendation from clients who comment on the quality and craftsmanship of the finished project, as well as how pleased they are with the efficiency of the job and the cleanliness of the job site during construction.

Donn also is popular with the locals as a coach for community sports. A former high school volleyball and football player, Donn now coaches his children through roller hockey, Little League baseball, basketball, YFL football, soccer, and girls' softball. In addition, they participate in motocross and tennis. He and his wife, Jill, a tennis coach, have four children, Jordan, 12, Jake, 11, Kellen, 6, and Dillon, 4.

"Our family philosophy is teamwork, and our motto is "Don't ever quit," he insists. "We do sports year round and sometimes participate in traveling teams, which takes a lot of commitment," he adds. The family also enjoys traveling together for vacations and camping.

Where does Donn see himself in the next five years? He anticipates an increase in residential development and especially in remodeling as the baby boom generation decides to upgrade their homes. He also is looking forward to serving his clients with their construction needs and residential and commercial projects.

"My clients want an honest contractor who communicates with them, who will complete their construction projects with the best craftsmanship and quality workmanship available, with a smile, on time, and on budget," he states. "That's my job and I'm happy to be their general contractor. It's a win/win situation and I'm committed to maintaining that confidence." It's this ongoing attitude that explains why the word "integrity" describes Donn Roberts and Donn Roberts Construction so well and why his company will continue to be a leader in the industry on the South and Central Coast.

ACP

next project with you as the contractor. Clients also like the fact that we often get the project in under time and under budget. The value for the client comes when the schedule encourages efficiency and the job is ready for the trade contractor on time. We aren't the lowest bidder but in the long run, because we run a tight project and do it right the first time, we usually end up being more economical and finished sooner, which also saves money for the client."

Top left and below, Donn Roberts pauses for a moment at Channel Island Surfboards, built in Santa Barbara by Donn Roberts Construction, based in Santa Barbara, includes distinctive beams and custom lighting. Above, a craftsman-styled home in downtown Santa Barbara, has been remodeled by Donn Roberts Construction. (Photos by Stillmeadow Productions.)





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Donn Roberts Construction Inc.

Hayward Building Systems: Manufacturer provides FSC certified trusses

Santa Maria plant uses solar power

Below, Hayward Building Systems' solar-powered truss manufacturing facility in Santa Maria, is the leading manufacturer of plated trusses on the Central Coast. (Photo courtesy Hayward Lumber, Monterey, CA.)

Trusses made by the sun? The leading manufacturer of plated wood trusses on the Central Coast, Hayward Building Systems, located at 1200 W.

La Brea Ave., Santa Maria, generates most of its own electricity for its 50,000 square foot building systems plant, using 20,000 square feet of solar roof panels.

As the only truss company on the West Coast certified by the Scientific Certification Systems in accordance with the rules of the Forest Stewardship Council (FSC) to manufacture "FSC certified trusses," the solar-powered and Gold LEED-certified facility helps sustain the community and the environment. In addition, the facility collects rain water for irrigation, saving thousands of gallons of water a year, and employs recycled and certified sustainable materials in its structure



and finishes. "Everyone can do their part to help sustain the environment by using FSC certified trusses from Hayward Building Systems," states Richard Pinson, general manager.

Hayward Building Systems' state-of-the-art manufacturing facility uses the best quality manufacturing procedures to ensure its trusses adhere to the highest standards. Metal jigs and roller gantry presses assure uniformity from truss to truss. The computer operated component saw guarantees accurate cuts for tight fitting members. From on-site consultation to in-house engineering and the latest production equipment, Hayward Building Systems transforms building plans into precision-made roof trusses, delivered on time, as promised. Free quotes are available. To reach Richard, call 805-928-7441 or visit haywardlumber.com. ACP

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PROFESSIONALLY SPEAKING . . .

The SIMPLE IRA

Is this retirement plan option an appropriate choice for you?

By Merle R. DiVita, CFP CIMA

Senior Vice President-Investments, Financial Consultant, Smith Barney

As a small business owner, you should be both interested and concerned about two prevailing trends coming together in the American workplace: the job growth created by small businesses, and the responsibility of individuals for their own retirement planning. Eighty-five percent of small businesses (100 employees or less) with retirement plans report the companies benefit from the costs and time involved in offering the program, according to the 2001 Small Employer Retirement Survey. *

Retirement plans may be more important to workers than employers realize. In a survey conducted for the Transamerica Center for Retirement studies **, 51% of the employees said an employee-funded retirement plan was 'very important' to them, while only 27% of the owners said their workers would rank such plans as high. And 41% of the employees rated a company-funded plan as very important, while only 20% of the owners believe their workers would rate it the same.

If you are a small business owner with 100 or fewer employees, the SIMPLE IRA may be suitable for your business. Consider how much you would like to save for your own retirement, and then determine how generous you would like to be with the retirement benefits you offer your employees. The maximum amount you will be allowed to defer from your compensation into a SIMPLE IRA is \$8,000; if you are age 50 or older you can defer a maximum amount of \$9,000. Coupled with the maximum employer match, the total annual savings in a SIMPLE IRA could amount to approximately \$18,000.

Because employer contributions to a SIMPLE IRA are mandatory and vest immediately, you have to determine the type of employee your business attracts in order to make an intelligent choice as to which contribution option is appropriate for your company. One employer contribution choice matches only the contributions of those employees who elect to defer part of their own salary into a SIMPLE IRA. Also known as the "dollar-for-dollar match," this method requires employers to match participating employee deferrals dollar-for-dollar, but the matching contributions cannot exceed 3% of employee compensation. However, you may elect a lower matching contribution of not less than 1% in any of two out of five years. The dollar-for-dollar match may be the appropriate choice if you have a business with a high turnover, such as a restaurant or small retail store. In many cases, these employees are making near minimum wages, are young, or are seasonal workers. They would be unlikely to contribute to a retirement

plan, and thus, would not be eligible for this match.

The other employer contribution option is a 3% non-elective match. This option requires that the employer make contributions equal to 2% of compensation for all employees, regardless of their participation in the plan. This may be a good choice if you have a business where you would like to attract and keep a skilled work force and are competing with larger companies for the same type of the employee. A generous retirement plan benefit could make your company more attractive to this kind of employee.

The SIMPLE IRA offers employers an attractive alternative to traditional retirement plans. The SIMPLE IRA is easy to understand, relatively inexpensive to administer, and offers a good degree of flexibility. Because there are no complicated testing or top-heavy rules as there are in other plans, such as a 401(k), a SIMPLE IRA may be a good fit in these situations. Also, the SIMPLE IRA does not require separate IRS filings and notices, making the plan easier to administer than some other plans. However, employers should consider all available retirement plans to determine which best meets their current needs and those of their employees.

The deadline to establish a SIMPLE IRA for 2005 is October 1, 2005.

If you are a small business owner and would like to explore the advantages of a SIMPLE IRA, speak with your local Smith Barney Financial Consultant or contact your tax advisor.

Consider how much you would like to save for your own retirement, and then determine how generous you would like to be with the retirement benefits you offer your employees.

* The survey was sponsored by the Employee Benefit Research Institute, the American Savings Education Council and Matthew Greenwald & Associates.

** This survey was conducted via telephone by Harris Interactive between October 1 and October 17, 2002 and included 300 small business employers and 765 full-time small business employees ages 18+. The companies varied in size from 10 to 500 employees. Borrowing against securities involves risks should your securities decline in value. These risks, as well as the suitability of this strategy, should be carefully considered beforehand.

Merle R. DiVita, CFP CIMA, is Senior Vice President-Investments and Financial Consultant, Smith Barney, 1000 Town Center Dr., Suite 225, Oxnard, CA 93036-1155; 805-988-3500; or visit www.smithbarney.com.

In future issues look for: *Who Should be Your IRA Beneficiary?*; *Business Succession Planning*; *The One-Person 401(k): A Good Choice for Today's Self-Employed*; *Tax-Advantaged Ways to Pay for Education*.

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PRODUCT REVIEWS . . .

An exciting alternative to glass block and other translucent materials for commercial and residential applications, Pilkington Profilit™, is now being offered by Technical Glass Products (TGP), based in Kirkland, WA.

The Pilkington Profilit glazing system consists of unique, self-supporting glass channels and an extruded metal perimeter frame. The end result is a wall, facade or partition that obscures vision but allows light to pass through. Pilkington Profilit can be used in interior or exterior applications, each with an overall span of up to 23 feet. The channels can be installed either vertically or horizontally.

The "U-shaped" cast glass channels are installed without needing any vertical or horizontal supports except the framing. The perimeter frame and sills can easily be shaped to form a wall with virtually any number of curves.

The glass is available in a variety of colors and textures with varying translucency, allowing for the passage of natural light without the loss of privacy. As one of the most cost-efficient glass cladding systems available, Pilkington



Profilit cuts the need for artificial lighting and provides excellent sound reduction (up to 42db).

Technical Glass Products (TGP) also recently launched its new Internet site, www.tgpamerica.com, is designed to provide architects and interior designers with information, specifications and ideas for the application of the company's new architectural products, including Pilkington Profilit™, Neopariés® and Neopariés® LT, AquaGlass, Veluna and GlassOre.

Visitors to the new site will find information on structural glass, surfacing materials, decorative glass, framing and more. It includes product features, photographs, specifications and other useful information.

"We're tremendously excited about



adding this unique array of products to our current offerings," stated Jerry Razwick, president of TGP. "They're a good fit, because our goal has always been to serve as a resource for the design and building industry. The new Web site reflects that desire very well." The tgpamerica.com site will complement TGP's existing site, fireglass.com, for fire-rated glazing and framing products. For more information about Pilkington Profilit or any of TGP's products, visit www.tgpamerica.com, or call (888) 397-3473.

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Stock Sash & Door: Showroom brings positive feedback from clients

Wide variety of displays now on view

Excited to be part of the Stock Building Supply team, the staff at Stock Sash & Door, Ventura, is looking forward to another year of growth, according to Joe Henderson, manager. "It's exhilarating to see where we've come in the past 18 months and to see the quality of the individuals working here," Joe explains. "There are great things happening here and it is exciting to be connected to the Stock team."

With its showroom remodel now finished and the Stock merger completed, Stock Sash & Door, formerly Terry Sash & Door, is aggressively marketing to reach all facets of the market. "The merger has been good for us because now we are able to offer better service and a whole range of interior windows, doors and hardware," Joe insists. Joe's staff now includes more than a dozen sales specialists, each with a wide background in the industry. His on-site consultants have experience with and knowledge of the products on hand as well as training to explain the many amenities of the showroom displays.

"Contractors are impressed with the quality of our staff and showroom and we appreciate that positive feedback," he states. "Our product line has increased, giving us a wide variety of choices for the homeowner, especially those considering residential construction, such as a custom home or remodeling an existing structure."

Displays in the showroom include numerous products manufactured by Jeldwen Windows, which have been popular on the South and Central Coast because of their quality, durability and custom options. "Our sales specialists have been trained to know what products are the best

for the circumstances and will help contractors and architects find the right windows and doors for any project they might be planning," he explains.

The staff at Stock Sash & Door includes eight specialists who have worked in every facet of the industry. "It doesn't matter what your project needs, we have consultants who know how to customize products for your job. Whether its windows, doors or hardware for residential or commercial situations, we have solutions and quality products from numerous manufacturers," Joe states.

To reach Joe and the staff at Stock Sash & Door, call 805-648-3667 or better yet, Joe adds, "Come into the showroom at 1199 East Thompson Blvd., Ventura, and check out the latest products on the market. You won't be disappointed!"

ACP

Below, the staff at Stock Sash & Door, Ventura, enjoy a moment together. Bottom of page, the new showroom at Stock Sash & Door, features products by many companies, including Jeldwen Windows & Doors. (Photos by Stillmeadow Productions.)



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Southwest Door: Expanding to give clients what they want

Besides Santa Barbara, store now has additional locations in Bay Area

Below, the staff at Southwest Door, Santa Barbara, enjoys working with clients on the South Coast and showing the many distinctive products and distressed doors (middle photo) now on display in their showroom, lower photos. (Photos by Stillmeadow Productions.)

Distinctive and original products, recognized value, and a wide variety of window and door options, are just three of the reasons that keep clients coming back to Southwest Door in Santa Barbara. "We're growing and our product line reflects this growth," insists Hank Foster, owner. "Our products have a proven track record and the demand continues, not only here, but also in the Bay Area."

Besides his Santa Barbara store and showroom, Hank has opened design centers in San Francisco and Monterey, including a 3500-square-foot showroom near the Galleria. "We have the best of both worlds," he explains. "Our staff has never been better. We have a group of talented professionals that gives attention to detail and understands the industry and what our clients want."

One of the product lines proving to be very popular has been windows and doors by Loewen, the number one selling window in Canada, the fastest growing window company internationally, and now exclusively offered locally at Southwest Door. "People want a better window, a heavier, stronger, well-built window, and Loewen provides these amenities," he states. With such features as Douglas fir, solid mahogany, and aluminum, copper, and bronze clad exteriors, as well as dozens of colors, patinas and stain options, Loewen products are not only beautiful but also made to withstand extreme climates and energy efficient.

"Loewen is a premium window, better than many others on the market. People can really see the difference when they come into the showroom," Hank insists.

Other distinctive products offered at Southwest Door include custom made stained distressed and weathered windows and doors.



"No one else offers the elegant, rich look that our popular doors and windows have. We have discriminating clients who are willing fly into Santa Barbara and San Francisco from all over the U.S., to come to our store and select from our product line. We have

developed a loyal client following who want to take advantage of the fantastic packages we put together for their custom homes and estates," Hank explains. He also points out that many of the spec homes being built in Northern California, Colorado and Texas feature products from his stores. "Our products have a recognized value

that helps sell homes faster. The feedback we get from builders is very positive."

To reach Hank or his staff, call 805-966-4263 or visit the showroom at 322 East Cota, Santa Barbara, or visit Southwest online at swdoor.com .ACP



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Mike Anderson: Industry mourns loss of dynamic leader

Director of Sales & Marketing at Progressive Insulation & Windows, Chatsworth, passes away suddenly

Below, Mike Anderson, past director of sales & marketing at Progressive Insulation & Windows, Chatsworth. (Photo courtesy Progressive Insulation & Windows, Chatsworth, CA.)

The region's window industry sustained a great loss this summer when Michael Dale Anderson, 55, director of Sales and Marketing at Progressive Insulation & Windows in Chatsworth, died after suffering a heart attack at home. For the past three years Mike had worked with his brothers, Steve Anderson, owner of the business, and Gary Anderson, also affiliated with the company.

Mike had worked in sales most of his life and excelled in his profession. Before taking the position at Progressive he worked in San Diego for 12 years and Glenwood Springs, CO., for 10 years.

Commenting on his brother's passing, Steve says "Mike was always one of the good guys. He taught my brother Gary and I what 'brotherly love' is all about. Mike and Kathy moved their family from Colorado back to California about three years ago in order to be close to the rest of the family. Family was the most important thing in Mike Anderson's life. He leaves behind a legacy that we would all be proud of.

"I have talked with many of you since Mike's passing and learned that he touched most of us in a very similar way. Always kind and considerate, Mike truly cared about people. He listened in a caring and understanding way. He would seek the truth and quietly consider everyone's

perspective. Always a gentleman, Michael encouraged 'full disclosure' and a win-win resolution to the issues of the day. He was a very wise mentor to many people."



A native of Glendale, Mike was the son of Betty and the late Eugene Dale Anderson. He graduated with honors from Reseda High School in 1968 as the president of his senior class. He attended Los Angeles Pierce College in Woodland Hills and Los Angeles Valley College, Van Nuys.

An avid family man, Mike enjoyed spending time with Kathy, his wife of 25 years, and his five children, Tracey, Tammy, Jordan, Ashley, and Joshua. They often went camping, traveling by RV, deep sea fishing, and boating. Mike loved sports and made it a point to attend his children's sports activities and competitions. Mike also liked to read, spend time in the outdoors, and with his friends. He and his wife enjoyed their 25th wedding anniversary the week before he became ill.

Besides his wife and children, Mike is survived by his mother, his brothers, Gary and Steven, and a granddaughter, as well as numerous other relatives. In lieu of flowers, donations have been made to the Michael D. Anderson College Fund, established for his three youngest children's education.

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Hans Duus Blacksmith, Inc.®:

Lighting the way *Buellton manufacturer will donate 10 percent of the proceeds from its Candelite™ Series lighting line*

Hans Duus Blacksmith®, Inc., based in Buellton, CA., will donate 10 percent of the proceeds from its Candelite™ Series, partially shown below, to the Gulf Coast victims of Hurricane Katrina. The benefit continues to the end of October and includes all orders for the Candelite™ Series. (Photo courtesy Hans Duus Blacksmith®, Inc.)

Hans Duus wanted to do something for the victims of Hurricane Katrina that would have lasting results. He saw the outpouring of donations during the first few days after the worst storm in the nation's history hit the Gulf Coast area, but he knew the rebuilding would take months, if not years, and he was determined to help, even after the news media moved on to other topics. With this thought in mind, he put together a fund raising project that would extend to the end of December.

To help with the long term Katrina effort, Hans will donate ten percent of the proceeds from his popular original Candelite™ Series, a line he recently designed that appears as romantic, softly burning candles. The series includes a variety of UL Label tested and certified lights, from single candle wall scones to multi-tiered chandeliers, featuring synthetic or resin drip candle-like sleeves that hide small lights and give the appearance of a flickering candle without the danger – and mess – of using real candle light.

Hans and his wife, Carla, visited New Orleans earlier this year for a business convention so watching the devastation on television was a moving experience for both of them. "It's the right thing to do," they agree. "It's Americans helping Americans." In fact, Hans wanted to emphasize that idea and is using it on his advertising campaign to promote the benefit for the victims of Katrina, Rita and Wilma hurricanes.

Known internationally for his skills as a blacksmith and as a metal artist, Hans is one of the few remaining manufacturers in Southern California. "When I started in the business there were about 50 manufacturers in the region and now I can probably count them on one hand," he explains. His concern about the trade has led him to offer classes in blacksmithing and metal arts at Allan Hancock College, for which he finds an ongoing interest. "There's a demand for quality products so anyone deciding to become proficient in the industry would have no lack of work," he insists.

Hans, who still regards his profession as a hobby, began working in the industry with Old World Lighting in



Solvang, starting his own business in 1982. Initially he focused on designing gates, railings and ornamental iron products, but now his lighting designs can be seen in Las Vegas and local casinos, in Montecito homes and even on the international market.

His showroom at 73 Industrial Way, Buellton, includes a wide range of original designs, from weather-resistant exterior lights and large commercial varieties, to formal interior lighting as well as his Candelite™ Series. Hans also is known for his custom products, which decorate homes and businesses across the nation. Many of his designs also can be seen online.

For more information about Candelite™, contact Hans and Carla at their showroom, or call 805-688-9731, or visit hansduusblacksmith.com.

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Avalon Door & Window: Showrooms open in Ventura and Santa Barbara

Top left photo, Dave Clark, general sales manager, left, Mike Stevenson, owner, and Karen Ronchetti, sales representative, look over the showroom at the Ventura store, 1923 Eastman, which includes (remaining photos) displays for windows, doors, hardware for both, and window coverings. (Photos by Stillmeadow Productions.)

(Continued from Page 3)

knowledge gives clients some of the best service in the industry.”

Initially opened in January, 2004 in Ventura under the direction of Mike Stevenson and his partner, Brent Lamo, Avalon Door & Window has quickly become one of the most respected window and door showrooms in the Tri-

“Customer service is our priority,” Mike insists. “We offer a superior staff, trained in solving problems and helping clients obtain the best value and highest quality, regardless of the project. The showrooms have been designed with the contractor and architect in mind to help everyone involved in the project – architect, contractor and homeowner – recognize the value of the products on display and our competitive pricing. The new Design Gallery displays entire entry systems, interior doors and interior packages.” The Ventura showroom also features mouldings and door and window hardware, as well as Hunter-Douglas window coverings.

To reach Brian, Damon, or any other qualified Avalon and Design Gallery staff member in Santa Barbara, call 805-966-4041. To reach Mike, Dave or the Ventura staff, call 805-644-4445, or visit www.avalondoor.com. ACP



Counties. Mike has worked in the industry for three decades and understands the area, the climate and the local trends. “I wanted to have a door and window store that offered more than what was already available locally in the industry,” he explains. “Our clients respect and recognize our experience and we look forward to serving them for many years.”

The staff at the Ventura store, 1923 Eastman Ave., includes Dave Clark, general sales manager, Jay Taradash, Karen Ronchetti, Ellen Harbus-Salazar, Robert Cary and Grace Hixon, sales representatives, and Jeff Perrin and Joe Rizzo, both overseeing the warehouse.



Builder of the Year: SBCA names 2005 winners

Over a dozen awards presented



Top awards for this year's Builder of the Year awards ceremony, sponsored by the Santa Barbara Contractors Association, went to Melchiori Construction as the 2005 Builder of the Year for the company's completed Hotel Andalucia project, and Gordon-Fiano, Inc., as Subcontractor of the Year.

Member's Choice awards went to D.D. Ford Construction, Inc., David Chase Construction, J. W. Bailey Construction, and Utt Construction, Inc. Industry

Leader award was given to Buena Tool Company.

The annual event, held at Fess Parker's Double Tree Resort in Santa Barbara, was sponsored by BFI, Tileco, Marborg Industries,

Melchiori Construction has been selected as the 2005 Builder of the Year and Gordon-Fiano, Inc., was voted as Subcontractor of the Year.

Hayward Lumber, Buena Tool, Stock Lumber, Santa Barbara Stone, Mid-State Bank & Trust, and Brown & Brown Insurance.

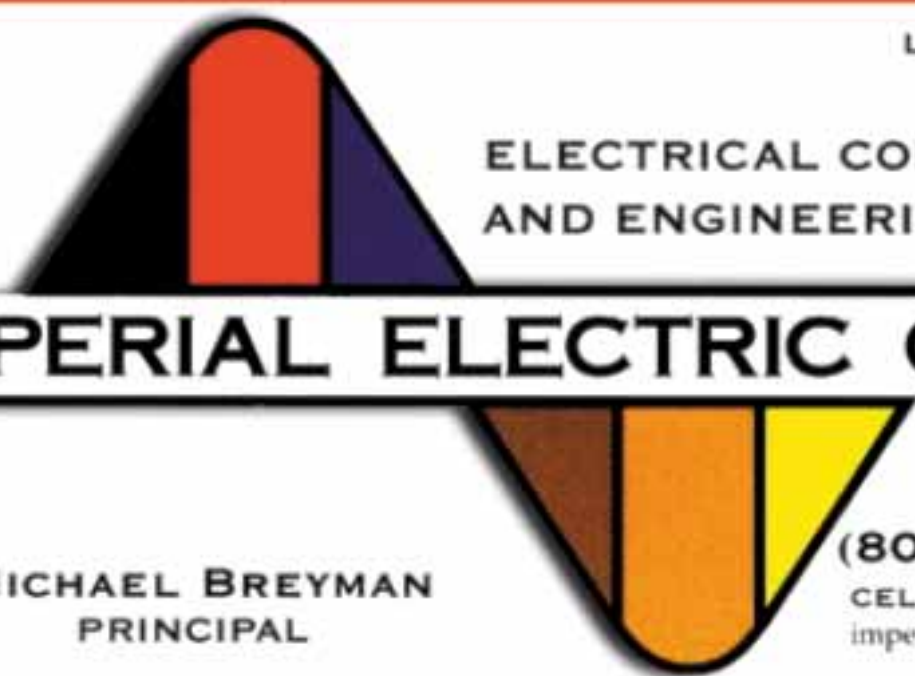
Two construction management

scholarships of \$1,000 each were also presented during the ceremonies. Recipients of the scholarships are John Masaitis, a senior majoring in construction management at California State University, Chico, and Bryan O'Sullivan, a student at the Construction Management

Program at Cal Poly in San Luis Obispo.

Winners of this year's building categories include Residential

(Continued on page 41)



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PROFESSIONALS IN THE NEWS . . .

Newest partners with **Nordman Cormany Hair & Compton Attorneys**, Ventura, include **Meghan B. Clark** and **Melissa H. Sayer**. **Spring M. Robinson**, with 10 years experience in real estate, joins the company as an associate, working with its Real Estate Law Group. Megan, experienced in construction litigation, will work with the company's Employment Law Group, Intellectual Property Law Group, and Litigation Group. Melissa, experienced with general business, real estate and water-related issues, will be affiliated with the corporate and business law group.

...

Four members of the Ventura-Oxnard Chapter of the National Association of Women in Construction (NAWIC) attended the 50th Annual Convention in Grapevine, TX. **Mary Ellen Ledbetter**, **Apex**

General Contractors, Ventura; **Kim Goodwin**, **Wesely-Thomas Enterprises**, Westlake Village; **Daylean Atkin**, **David Atkin Construction**, Ventura, and **Shannon DaSilva**, **Frank Schipper Construction**, Santa Barbara, participated with more than 600 organization members from the U. S. and Canada. Members from the South African Women in Construction, the Australia NAWIC, United Kingdom-NAWIC, and NAWIC New Zealand, also attended the event.

...

Scholarship recipients for the **Third Annual Joint Scholarship Awards Dinner**, sponsored jointly by the Ventura County Contractors Association and NAWIC, included **Nicholas Bailey**, **Moorpark College**; **Trevor Brangham**, and **Ryan Weeks**, both Cal-Poly, San Luis

(Continued on page 29)

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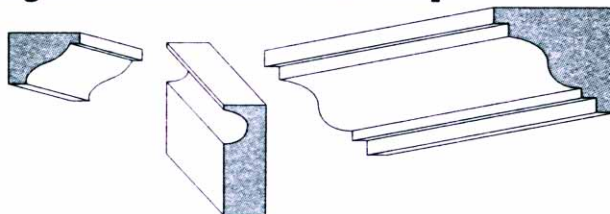
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PROFESSIONALS IN THE NEWS ...

(Continued from Page 28)

Obispo; **Miles Johnson**, Newbury Park High School; **Michael Prosser**, Camarillo High School; and **Linda Tran**, Adolpho Camarillo High School; all receiving the \$500 Ray Prueter Scholarship; **Steve Faltemier**, Westlake High School, and **Aric Burnham**, Thousand Oaks High School, both \$750 Scholarship Award winners; and **Jessica Roth**, **Rio Mesa High School**, and **Julio Perez**, Newbury Park High School, both receiving a \$1000 award.

...

Those receiving awards at the annual **Santa Maria Valley Contractors Association's** 2005 Alan Kyle Mixer and Scholarship Awards Dinner included **Larry Everett**, affiliated with the All Trades Training Project and Career Design Institute. Named as Member of the Year for 2005, Larry has worked tirelessly to train young people in the trades and recently completed his Master's degree. Winners of the 2005 scholarship awards included **Carissa Nakano**, **Andre Hawks** and **Jourdan Younis**, students at Cal Poly, San Luis Obispo.

...

Construction firms on the South and Central Coast named to the national top 500 list by *Qualified Remodeling Magazine* include **American Vision Windows, Inc.**, a specialty business based in Simi Valley, #45; **Allen Associates**, a full-service company based in Santa Barbara, #74; **Forest Construction**, a design/build firm based in Somis, #214; **Custom Design & Construction**, a design/build company based in Los Angeles, #303; **Thomas Heath Construction Co., Inc.**, a full-service company based in Santa Barbara, #315; and **Four Seasons**

(Continued on page 31)

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PROFESSIONALS IN THE NEWS ...

(Continued from Page 29)

Sunrooms, A franchise located in Atascadero, #405. Another California firm -- and the only winner in the state -- **Chuck Brasher Construction**, Grass Valley, also received recognition as the first place winner of the Light Commercial category in the 2005 *Qualified Remodeler Magazine's* Master Design Awards.

...

The **Western Red Cedar Lumber Association (WRCLA)** is offering credit for its Architect Cedar School, a program designed to educate architects about the properties and benefits of Western Red Cedar, while providing ongoing AIA/CES accreditation needed to maximize professional skills. Individuals who successfully complete the program are eligible for 7.0 AIA/CES learning unit hours as well as a WRCLA Cedar School Certificate, and covers seven training and exam modules: Forestry 101, Wood Properties, Wood Manufacturing, Products & Grading, Cedar Marketing & Promotion, Installation of Cedar, Finishing & Maintenance.

"With increasing competitiveness throughout the industry, it is essential architects are up-to-date with the latest product information, design trends and building codes," said Peter Lang, general manager of the WRCLA. "We're excited to provide all architects accurate information about Western Red Cedar - while enabling them to earn a large amount of learning unit hours towards the annual requirement."

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The WRCLA Architect Cedar School is available online for rapid and convenient training. The program cost is \$295. To access the Architect Cedar School online site, visit cedar-training.org, or call 866-778-9096.

...

The two-day **Green Construction 2006** convention is scheduled

for February 8-9 at the San Jose Convention. The event will combine education, training, exhibits, and live demonstrations with business development opportunities. Attendees expected to participate include commercial developers, general contractors, heavy construction contractors, builders, specialty contractors, engineers, architects, purchasing professionals, industry suppliers, government officials and

(Continued on page 37)

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Air Conditioning,
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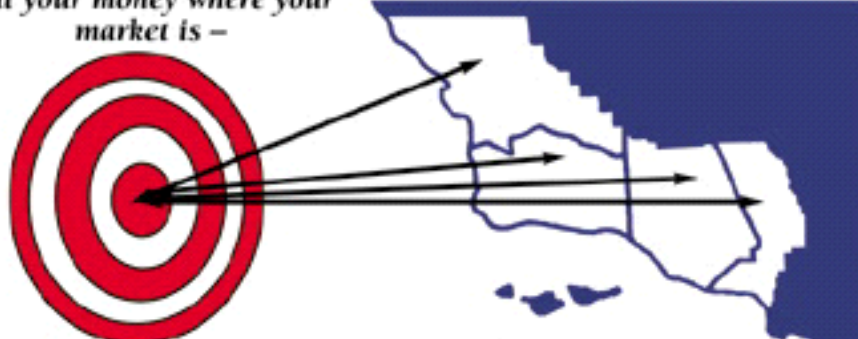
ISSUE IV, 2006:

Interior Products/
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PRODUCT HIGHLIGHTS... Window & glass products

WINDOW, GLASS OPTIONS FOCUS ON FLEXIBILITY, ENERGY, LIFESTYLES

by Irene Jones

Greater energy efficiency, wind-and impact-resistant products, enhanced aesthetics, and customized options are on the top of the customer list that homeowners, contractors and architects have given window manufacturers in the last few years. As a result, changes are taking place in the industry to meet the needs of the market and manufacturers and suppliers have joined together to better answer this demand.

Taking into consideration local and national code requirements, and especially energy-efficiency expectations, manufacturers are working to make innovative products that differentiate their windows from others, producing them at a lower cost while still giving aesthetic and architectural options.

On-going design and upgrades, now in progress by most window manufacturers, has given consumers

numerous products from which to choose and their selections often are dependent upon lifestyle, personal research, and aesthetic and custom preferences.

For example, high-end buyers usually don't worry about price — they want unique sizes and shapes of windows, highlighted by one-of-a-kind hardware. Two Southern California manufacturers meeting the unique needs for multi-million-dollar homes are Weiland Sliding Door & Windows and Southland Windows. Both insist there is no shortage of clients willing to pay top dollar for customized products, and that often the demand specifies "the bigger, the better." For both manufacturers, flexibility as well as quality and durability, are mandatory for success.

While flexibility is important to consumers, innovation is also a must. Glass is being used by appliance manufacturers and is being recycled in tile products. Glass blocks have been popular for decades, enhancing

Some favorite window covering/glass options: 1 — Velux skylights, veluxusa.com; 2 — Jeld-Wen's durable aluminum windows, jeld-wen.com; 3 — Andersen Windows, andersenwindows.com; 4 — Weiland curved lift slide door in aluminum/wood, weilandslidingdoors.com; 5 — Pozzi windows, pozzi.com; 6 — Pella snam-in window fashions, pella.com; 7-8 — JT aluminum clad garden windows, jtwindows.com; 9-10 — Custom stained glass and other glass inserts, available through Art Glass Millworks, 3036 Seaborg Ave., Ventura, CA. 805-644-7603, agmillworks.com; 11 — Panda lift and slide aluminum/wood windows, panda-windows.com; 12-14 — Kolbe & Kolbe Windows, kolbe-kolbe.com; 15 — IWP glass doors, iwpdoor.com; 16 — Norco wood windows and patio doors, norcowindows.com.



the look and style of today's bath, shower and spa areas. Besides on countertops in the kitchen, Viking now has a rangetop with a heated glass high shelf and hood.

Innovation winners in this year's *Window & Door Magazine's* annual Crystal Achievement Awards include Crestline Windows & Doors, Mosinee, WI., Most Innovative Window award to a large manufacturer, for its Crestwood double-hung window; Sunrise Windows, Ltd., Temperance, MI., Most Innovative Window award to a small manufacturer, for its SunBlinds double-hung windows; Sage Electrochromics Inc., Fairbault, MN., Most Innovative Glazing Technology award, for its electronically tintable glazing, which adds to energy efficiency; and Andersen Windows, Bayport, MN., Most Innovative Window Component, for its TruScene Insect Screen.

Speaking of one of the principal and most respected window manufacturers in the nation, Andersen Windows recently purchased Eagle Window & Door to broaden its product line and offerings. Eagle Windows has been one of the top selling products on the South and Central Coast because of its warranty, durability and

energy/sound amenities. Eagle Window & Door also recently won Best Product Literature award in the annual Crystal Achievement Awards competition.

Other innovative manufacturers include Simonton, who is opening a new plant in Georgia and closing one in Florida. Listed as one of the top 100 manufacturers in the nation, the firm also operates seven other facilities, including a new 195,000-square-foot plant in California in order to meet the needs of the Western market.

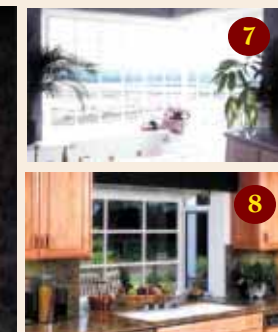
More options popular in this area are roof windows and skylights, offered by Velux, and lift and slide aluminum/wood windows and doors, with variations available from two manufacturers, Panda, based in Las Vegas, NV., and Weiland. Because of the year-round warmer weather, area residents often request garden windows crafted by JT windows at its Chatsworth, CA., plant. Jeld-Wen Windows & Doors, including its facilities operated by Norco and Pozzi Wood Windows, give a wide variety of options, such as aluminum, wood or hand-crafted windows.

Other popular designer windows offered on

the South Coast are manufactured by Marvin Windows & Doors, CertainTeed, Kolbe & Kolbe Windows & Doors, and Pella Windows.

Local suppliers report that doors with glass inserts are requested often by clients who are remodeling their homes. IWP's wood door collection has options with crafted glass sidelights and transoms, while Art Glass Millworks, headquartered in Ventura, CA., has a full catalog of hand-crafted doors and all-glass and stained glass inserts made with high-polished brass, chrome-look or lead came.

Window hardware is a major consideration, according to surveys conducted by manufacturers. Windows need esthetically pleasing, durable, precision hardware to allow maximum use while retaining security and energy efficiency. Products by Hoppe, a German manufacturer, have been very popular in this area. Hoppe recently acquired Stone River Bronze, based in Logan, UT. Stone River Bronze uses the latest casting technologies to produce designer hardware, which is in demand along the Southern California Coast. Other hardware options include Baldwin, Schlage, and the Ashley Norton Collection. ACP



Vendor and service provider directory

Architectural & Construction Professional Magazine recommends the following suppliers & service providers!
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Idler's Appliances (SLO)	805-543-6600
Idler's Appliances (Paso Robles)	805-238-6020
Idler's Appliances (Atascadero)	805-466-6020
Stuart's Barbecue/Fireplace Center	805-485-0535

Architectural, Engineering, Design Services

Bassenian Lagoni Architects	949-553-9100
Braun & Associates	805-688-5429
iMi Design, Inc.	818-762-8855
James E. Armstrong Architects AIA	805-644-8180
James J. Zimmerman Architects AIA	805-569-1039
Martha Picciotti Design	805-641-3221
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Architectural Foam Shapes

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Building Materials

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JKF Construction, Inc.	805-583-4228
Jorgensen's Cabinets, Inc.	805-962-4287
Muneno Woodwork	805-962-3696
Santori Woodworking	805-736-4322
Smith Brothers, Inc.	818-991-4641

Cabinetry, Counters, Kitchen & Bath

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Bas Custom Cabinetry	805-349-2779
Ferguson	805-922-4535
Santori Woodworking	805-736-4322

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Cameron Masonry	805-642-3420
Central Coast Concrete Cutting	805-238-4668
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Coastal Resurfacing	805-310-7042
Concrete Designs, Inc.	520-624-6653
Da Ros Masonry	805-965-1926
D'Palma Brothers	866-437-2562
G & R Concrete	805-659-3159
Svend Olesen & Sons Masonry	805-688-6365

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D & J Drywall	805-376-9590
Gallery Drywall	805-582-0905
Premier Drywall	805-928-3397

Electrical

D. L. Electric Co.	805-688-7811
RARE Electric	805-736-0089
Solar Electrical Systems	805-497-9808

Excavation, Grading, Paving, Utilities

J & S Excavating, Inc.	805-672-0162
Robert Snyder Backhoe	805-684-3020

Fencing

Atlas Fence Co.	805-964-2345
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Fireplaces

Fireplace Shop J E Smith Co.	805-964-6330
Stuart's Barbecue/Fireplace Center	805-485-0535
Tri-County A/C & Fireplaces	805-499-4343

Floor Coverings

AAA Flooring Source	805-445-9811
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Blue Ox Hardwood Flooring Co.	805-781-9046
Douglas Hardwood Floors	805-967-3112
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JML Construction	805-484-8122
Paul Winchester Construction	805-647-3853
PV Framing	805-658-2025

Glass, Windows & Doors & Gates

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Affordable Contractors Source	805-207-5002
Andersen Windows & Doors	651-264-5150
Avalon Door & Window (SB)	805-966-4041
Avalon Door & Window (Ventura)	805-644-4445
Bob's Glass	805-966-4134
California Door & Hardware	805-643-4700
Certaineed Windows & Doors	800-233-8990
Coast Glass	805-964-9882
Consolidated Overhead Door & Gate	805-965-0539
Hayward Sash & Door	805-965-7772
J & L Glass	805-957-1685
J Shapes Custom Glass & Mirror	805-896-1878
L & G Wood Finishing	818-988-2670
Obispo Pacific	805-466-8124
Pacific Timber Products	805-962-2202
Pella Architectural Products, Inc. (SB)	805-683-5754
Pella Doors & Windows (TOaks)	805-494-3801
Pella Doors & Windows (Morro Bay)	805-772-4210
Progressive Insulation & Windows	800-500-6200
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Santa Barbara Glass	805-962-7648
Santa Fe Custom Millwork	805-564-1884
Southland Windows	714-893-5532
Southwest Door	805-966-4263
Stock Sash & Door (Ventura)	805-648-3667
Stock Sash & Door (Los Angeles)	323-478-2290
Valley Oak Industries	805-688-2754
Ventura Overhead Door	805-339-0103
West Coast Sash & Door	805-644-4902

Hardwoods & Mouldings

J.E. Higgins Lumber Co.	805-928-8325
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Hauling, Storage & Recycling

MarBorg Industries	805-963-1852
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Heating & Air Conditioning

Mainland Heating & Air	805-966-3951
Tri-County A/C & Fireplaces	805-499-4343

Insulation, Weatherstripping

Gearhart Building Products	805-466-5777
Johns Manville Insulation	800-654-3103
Progressive Insulation & Windows	800-500-6200
Santa Barbara Insulation	805-965-4962

Landscaping, Fencing

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WaterWorks	805-386-3374

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Galaxy Lighting	805-922-0529
Hans Duus Blacksmith, Inc.	805-688-9731
Lights Beautiful	805-643-0883

Lumber, Building Supplies

Bedrock Building Supplies	805-899-3524
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Hayward Lumber (Santa Barbara)	805-692-2113
Hayward Lumber (San Luis Obispo)	805-543-0825
Hayward Lumber (Santa Maria)	805-928-8557
J.E. Higgins Lumber Co.	805-928-8325
Pacific Timber Products	805-962-2202

Stock Building Supply (Camarillo)	805-482-4621
Stock Building Supply (Ventura)	805-648-3181
Stock Building Supply (Simi Valley)	805-582-1714
Stock Building Supply (Los Angeles)	323-478-2200

Painting, Wall Coverings

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D & D Painting	805-569-1285
Straight-Edge Painting	805-325-1100

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Ferguson	805-922-4535
Tri-County Plumbing	805-641-1854
Vic's Plumbing	805-643-4565

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Mission Roofing	805-963-5856

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Zielsdorf Fire Sprinklers	805-525-9742

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Frederick Sheet Metal	323-464-1729
The Gutter Factory	805-736-5393

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California Pottery & Tile	805-901-2137
Conception Tile & Granite	805-733-4770
Granite Tops	805-6501795
Li Modern Marble	818-504-9398
Menelli Tile	805-682-8552
Mission Granite & Marble	805-967-8288
Olivas Tile	818-365-6455
Park-Sherbo & Ramsey, Inc.	805-644-0414
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Pyramid MTM	805-962-8425
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Santa Barbara Stone (Santa Barbara)	805-963-5891
Stoneyard Building Materials	805-962-9511
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Tile Encounters (Ventura)	805-654-8888
Tile Encounters (Camarillo)	805-445-8453
Tile Encounters (Santa Barbara)	805-965-2335
Tile Encounters (Santa Maria)	805-928-8900
Tile Encounters (Chino Hills)	909-591-2111
Ventura Cast Stone	805-386-8185

Welding, Fabrication & Structural Steel

Artistic Iron	805-483-1893
Delta Welding	805-681-0336
Casa del Sol Ironworks	805-962-9865
Chapala Iron & Manufacturing Co.	805-647-0304
Channel Welding	805-486-5006

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PROFESSIONALS IN THE NEWS . . .

(Continued from Page 31)

service providers. More information is available at greenconstruction.com or at 925-218-2225.

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Robert A. Grimm, William D. "Bill" Balfour III, and Sandra Keedy have joined the **HomeAid Orange County** Board of Directors. HomeAid is the Building Industry Association's charitable outreach program charged with the mission of building and renovating shelters for Orange County's homeless.

Robert is an investment specialist with Northwestern Mutual Financial Network; William is senior vice president and market manager for Bank of America Southern California Metro Home Builder Division; and Sandra is president and chief creative director for Hayes Martin Associates

Now in its 14th year, HomeAid builders and architects for 2005 included **Corman Leigh Communities (HAIE), Bassenian/Lagoni, Pulte Homes, Urban Arena, K. Hovnanian Homes, Bloodgood Sharp Buster, Richmond American Homes, Scheurer Architects, KTG Y Group, Inc., Shea Homes, Wesslen Construction, Orange County Sheriff's Department, Lind & Associates, Taylor Woodrow Homes, JZMK Partners with Extreme Make Over Home Edition, (Paul DiMeo), Pardee Homes, William Lyon Homes, and Lind & Associates.**

This year two playhouse builders raised additional funds to aid homeless victims from Hurricanes Katrina, Rita and Wilma. Taylor Woodrow Homes agreed to match up to \$50,000 and K. Hovnanian Homes matched the sale price of the playhouse and "donated that amount to benefit Katrina victims," said Debra DeVries, K. Hovnanian project manager.

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ASSOCIATION NEWS . . .

American Institute of Architects, Santa Barbara Chapter

During recent monthly meetings, members heard candidates for Santa Barbara City Council discuss their views on planning and development, housing, green building, neighborhood preservation and the city's budget.

A.R.E. study groups are scheduled Mondays and Wednesdays at 6 p.m. Board meetings are held the first Wednesday of every month at 229 East Victoria, from noon to 1:30 p.m. For upcoming events, call **Jill Yeomans**, executive director, at 805-965-6307, or visit www.aiasb.com.

American Institute of Architects, Ventura County

For information on upcoming association events, call **Marc Perry, AIA**, at 805-644-8180, or visit www.aiavc.org.

Associated Builders & Contractors - Los Angeles/Ventura Chapter:

The annual Year End Celebration is scheduled for Dec. 2 at Clancy's in Glendale. Members are encouraged to drop off an unwrapped toy for the Toys for Tots event, and celebrate this year's many achievements at the annual dinner.

The annual ABC National Convention is set for March 15-19, 2006, in Las Vegas. Registration is available through the local offices. More information and registration details for both events are available at 818-908-6450 or on-line at www.abc.org/lavventura.

Associated General Contractors - Tri-Counties & Los Angeles Districts:

The Los Angeles chapter will celebrate the holidays with an installation dinner Friday, Dec. 2, at the Disneyland Hotel, Marina Ballroom beginning with a cocktail reception at 6 p.m. and dinner 7 p.m. The evening will include entertainment and dancing. The Tri-Counties membership meetings are set for Nov. 22, at 6 p.m. at the Wedgewood, in Ventura, and January 17, at 6 p.m. at Hotel MarMonte in Santa Barbara. The groups installation dinner and show will be at Rancho Santa Barbara Marriott in Buellton, Feb. 4., at 6 p.m. More information is at www.agc-ca.org.

Central Coast Home Builders' Assn.

The annual HBA Holiday Membership Mixer will be held at Euro Design Center in San Luis Obispo from 5:30-7:30 p.m. on Dec. 15. Other membership dinner

meetings include the Legacy Awards and Installation Dinner, set for Jan 7 at 5:30 p.m. at the Embassy Suites in San Luis Obispo. The annual national convention will be Jan 11-14 in Orlando, FL. More information for meetings and other events is online at www.hbacc.org or available from **Jennifer Phillip** at jphillip@hbacc.org.

Los Angeles/Ventura County BIA

Upcoming events include a PASS Holiday Party set for December 6. More information is online at bialaventura.org.

National Association of Women in Construction, Ventura/Oxnard Chapter

Meetings are held on the first Tuesday of every month at the Radisson Hotel in Oxnard with dinner at 6:30 p.m. More information is available from **Nancy** at 805-300-1652, or **Sandra** at 805-901-4771 or from **Sandy** at 805-383-6140.

National Association of Women in Construction, Simi/Conejo Chapter

More information is available from **Donna Castaneda**, 805-925-9533. Meetings are held on the second Tuesday of every month. More information is available from **Bonnie** at 800-542-4524 or **Linda** at 818-865-1088.

National Association of Women in Construction, San Luis Obispo Chapter

Officers installed recently include **Elizabeth Breen**, Breen Automation, president; **Donna Castaneda**, **Diani Building**, vice president; **Lori Kruger**, **Allamakee West Construction**, secretary; **Jennifer Arnold**, **DMS Electric**, treasurer; **Terri Chaves** and **Shelly Limon**, both **Chaves Construction** and both directors. Officers were installed by **Lori Newell**, SMVCA Executive Director. Membership meetings are held on the third Tuesday of the month. For membership information, contact **Donna Castaneda** at donnac@diani.com or call 805-361-6129.

San Luis Obispo Builders' Exchange

Members can access events and information on the association's new web site at slocbe.com. The new on-line plan room is available 24/7 from the convenience of your office. Plans can be ordered on-line. Three plan rooms are available, including Atascadero at 4851 El Camino Real; San Luis Obispo, 3563-G Sueldo Street; and Nipomo, at Easter Rents, 525 Sandydale Road. Information is available at

www.slocbe.com; at 805-460-9670 or from the San Luis Obispo Office, 805-543-7330.

Santa Barbara Contractors Association

A new office has been opened to members at 126 Powers Avenue, Santa Barbara. The new phone numbers are 805-884-1100 for the office, and 805-884-1108 for the fax.

Upcoming events include the annual Holiday Party on Dec. 12 at 6:30 p.m. at Soho Restaurant in Santa Barbara. More details are online at sbcontractors.org.

Santa Maria Valley Contractors Assn., Inc.

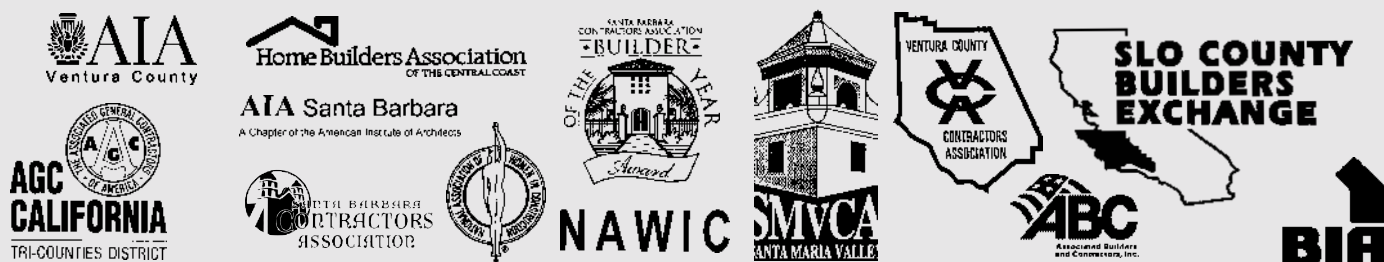
Officers installed for the 2005-2006 year include **Barry Arnold**, president; **Ed Ward**, vice president; **John Tunnell**, secretary-treasurer; and **Curt Bailey**, **Harold Beebe**, **Lauren Carson**, **Ron Cossa**, **Lisa Donovan**, **Fleet Felchle**, **Jason Schaffer**, and **Steve Stillman**, all members of the board of directors.

Sponsors for the 38th Annual Golf Tournament include **Sunset Auto Center**, **Byars Thompson Buchanan Ins.**, **Roblar Occupational Medicine Clinics**, **SJ Deferville Construction**, **Indpendent Electric Supply**, **Inwest Insurance**, **Statewide Safety & Signs**, **California Electric Supply**, **Granite Construction Co.**, **Asphalt Related Services**, **Speed's Transportation**, **Heritage Concrete**, **Toyota of Santa Maria**, **G. Sosa Construction**, **Diani Building**, **Curt J. Bailey Masonry**, **Premier Drywall**, **Santa Barbara Stone**, **The Valley Gardner**, **Precision Drywall**, **Hardin & Coffin**, **Todd Pipe & Supply**, and **Norcal Electric**.

Members recently enjoyed listening to **Michael Brown**, county executive officer who discussed the "State of the County." Information on upcoming events is online at smvca.org or from the new executive director, **Lori Newell** at 805-925-1191. Plan rooms are located at 2003 N. Preisker Ln., Suite A, Santa Maria, and 1401 North O Street, Lompoc.

Ventura County Contractors Assoc.:

Winners in the 21st Annual Ted Flesher Memorial Golf Tournament include **BTC Laboratories** (**Tom William**, **Wayne Spencer**, **Davis Desmond** and **Byron Moles**), First Place Low Gross and first time champions; **Tri-County Trucking** (**Lou Marietta**, **Tim Goodwin**, **Louie Marietta** and **Bob West**,



ASSOCIATION NEWS . . .

First Place Low Net and repeat Low Net Champs. Other winners included **C & C Remodeling**, second place low gross; **GRD Construction**, second place low net; **Cmez**, third place low gross; **Angelus Block**, third place low net; **Byron Moles**, mens long drive; **Shannon DeSilva**, ladies long drive; **Mark Capaldi** closest to pin; and **Laurie Bennett**, closest to pin. **Evonne Silvestri, Silvestri Construction** was tournament chair. Day volunteers were **Stephanie Brecerra, Mid-State Bank; Nancy Geary, Insurance Services; Tracy McAuliffe, Coldwell Banker; Gloria Silvestri, Ventura County; Matt McGinnis, Rolls Scaffold; Armando Ramirez, Ogilvy-Hill Insurance; and Joe Silvestri, Silvestri Construction.**

Information about upcoming events is available online at www.vccainc.com, or from 805-981-8088 or by e-mail at vcca@vccainc.com. The web site also lists members and categories to assist those seeking member services.

UCLA Extension:

UCLA Extension has numerous construction and environmental management classes, some online. Many classes qualify for continuing education credit. For information, contact **Jenny Rodriguez** or **Yumi Hori** at 310-825-7885 or online at uclaextension.org.

Other Events:

A two-day seminar to understand international building codes will be offered in Atlanta Nov. 29-30. Information is available at 847-884-4969 or online at bfcacademy.com.

A one-day **Wood Solutions Fair**, especially for architects and designers, is scheduled for Dec. 1 in Minneapolis, MN. Seminar participants are able to earn continuing education credit. Call 202-463-4713 for more information or visit www.awc.org.

Construction claims will be discussed at a one-day seminar in San Francisco on Dec. 6. Other **Lorman** classes include Landlord and Tenant Law in California, offered in Pasadena, Dec. 2, and Phase II Storm Water Regulation and Compliance in California, scheduled for Dec. 9 in Santa Barbara. Details are at 866-352-9538 or at lorman.com/online.

Registration is now underway for the **2006 International Builders' Show** to be Jan. 11-14 in Orlando, FL. The annual event includes seminars and thousands of exhibits. Information is available at 202-266-8111 or online at buildersshow.com. ACP



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Apex General Contractors	apexgeneralcontractors.com	Pyramid M.T.M.	pyramidmtm.com
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Beachside Associates, Inc.	beachsideassociates.com	Rancho Door & Hardware	ranchodoorandhardware.com
Becker Construction Corp	beckercon.com	Rarig Construction, Inc.	rarig.com
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SBCA builder awards continued . . .

(Continued from Page 27)

Green Building Award, sponsored by Hayward Lumber and presented to Allen Associates, for completing a \$391,316 project at a private residence; Commercial

Green Building Award, sponsored by Marborg Industries and presented to Carroll Construction, for completing a \$4,750,000 project at Casa Nueva in 450 days; Landscape and Hardscape Award, sponsored by Santa Barbara Stone and

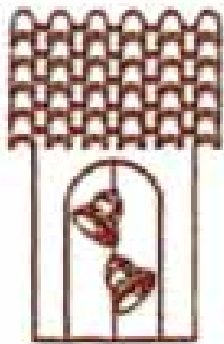
presented to Frank Schipper Construction Co, for completing the Asian Elephant Exhibit project at Santa Barbara Zoo in 321 days; Outstanding Craftsmanship by a Subcontractor Award, sponsored by Tileco Distributors, Inc., and presented to Gordon-Fiano, Inc., for completing a framing project at a 5,000-square-foot private residence; New Commercial Construction under 5,000 square feet, sponsored

by Mid-Sate Bank & Trust and presented to Urquidez Construction, for completing a \$650,000 project at Village Corner in eight months; New Residential Construction over 3,500 square feet, sponsored by

Hayward Lumber and presented to D. D. Ford Construction, for completing a \$3,200,000 project at a private residence in 26 months; Residential Remodel under 3,500 square feet, sponsored by Brown & Brown Insurance and

presented to Young Construction, for completing a project at a private residence; Commercial Remodel under 5,000 square feet, sponsored by BFI and presented to Young Construction, for completing a project at Sevilla Restaurant; Commercial Remodel over 5,000 square feet, sponsored by Stock Building Supply and presented to Melchiori Construction, for

(Continued on page 45)



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Kolbe & Kolbe Windows: Flexibility & durability *Available at SBS Distributors*

Below, custom windows for every style of home are available from Kolbe & Kolbe. Local distributor is SBS Distribution, Santa Barbara. (Photos courtesy Kolbe & Kolbe Windows & Doors.)

For years, superior windows and doors have been the hallmark of Kolbe & Kolbe Windows & Doors manufacturing. Continu-

also available, such as special wood species, unique grille patterns, custom shapes and a wide variety of exterior finishes.

Kolbe & Kolbe products are now

on display locally at the SBS Distributors showroom, 414 Olive St., Santa Barbara. Manager/owner Brian Zabelski can be reached weekdays at 805-963-7575.

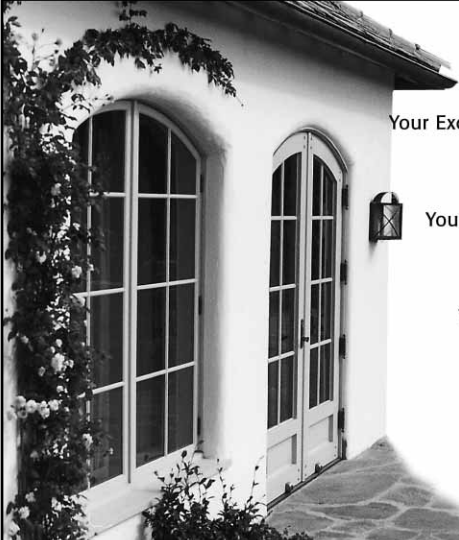
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ing innovations also have allowed the company to offer an extensive product line and design flexibility that are essential for projects on the South and Central Coast in California.

Its Heritage Series windows and doors represent the foundation of quality and versatility for which the company is known. Thoughtful engineering has allowed Kolbe & Kolbe to develop the Ultra Series, a full line that combines extruded aluminum with a fluoropolymer coating to give the ultimate in strength and durability.

An array of accessories mirror traditional wood windows, which further enhance any architectural style. Options to add to each unit are



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SBCA continued. . .

(Continued from Page 40)

completing a \$1,100,000 project at Fess Parker Doubletree Resort in six weeks; Residential Remodel between 3,500 and 7,500 square feet, sponsored by Hayward Lumber and presented to Urquidez Construction, for completing a \$1,500,000 project at a private residence in 13 months; and New Commercial Construction Award, sponsored by Buena Tool and presented to Melchiori Construction, for completing the \$32,000,000 project at Hotel Andalucia in 16 months.

Judges for this year's entries were Joe Andrulaitis, project manager and vice president of Cearnal Architects, Inc.; Scott Baggie, a senior surveyor with Penfield & Smith; Wendy Ballard,

certified interior decorator and owner of Interiors by Decorating Den, Santa Barbara; Steve Berkus, owner of Berkus Construction; Brendan Blouin, sales manager with Tileco; George Estrella, a



chief building official with Santa Barbara City; and Joe Fiano, co-owner of Gordon-Fiano, Inc.

Participating on this year's committee for Builder of the Year were Kenny Byers, CLP Resources, Inc., committee chair; and Allan Green, Crawford Green General Contractors, Inc.; Suzanna Savage-Raftican, Frank Schipper Construction Co.; and

Kathy Mackins, Santa Barbara Stone.

The event is held annually by the Santa Barbara Contractors Association. Established in 1948, the 300-plus-member organization is comprised of construction-related companies committed to "preserving the past and building the future" of Santa Barbara by upholding values of integrity, craftsmanship and professionalism in their industry. The event recognizes exceptional performance and promotes excellence in construction. Winning projects are selected on overall quality of fabrication, performance and aesthetics, epitomizing the SBCA Mission Statement – "Construction professionals shaping, serving, and educating our community with integrity, quality, and environmental balance."

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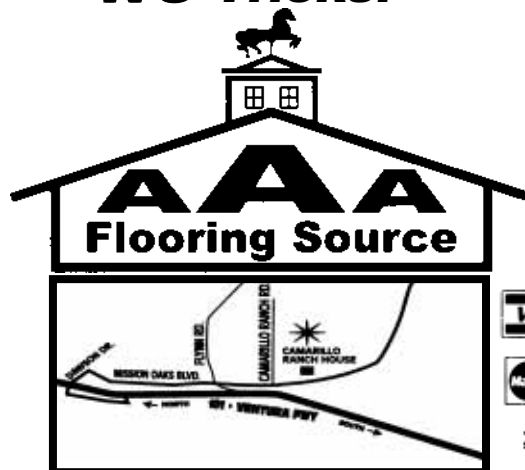
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