

# Professional Remodeler®

## 10 THE 80/20 RULE

Think Business by Mark Richardson

## 14 COME ON IN

Project Spotlight: Universal Design

## 26 RISING FROM THE ASHES

Business Lessons from a Fire Loss

101

## BEST NEW PRODUCTS

Editors' Picks:  
Our Long List for your Short List



2012 JESSE H. NEAL  
AWARD WINNER



## INTERIOR PRODUCTS

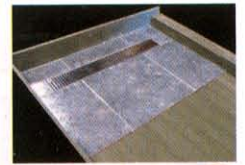


S



T

U



W



V



X

constructed of high-grade stainless steel, providing a commercial-grade sink system that offers a design aesthetic fit for a show kitchen. Its “tangent edge” construction features a rounded bottom edge radius and zero-edge side walls for a clean, professional look and easy clean up. The sink also features an insulating undercoat that reduces splash-back sound. **For more information, circle No. 856**

**T Accord Seated Shower** Sterling’s Accord Seated Shower is ideal for universal design and aging-in-place projects, with a wide removable bench, ample built-in storage space, and plenty of room to move about comfortably. Made of solid Vikrell material (a type of fiberglass), the four-piece modular design is easy to install, with caulkless seams and snap-together walls. The seat can be positioned on the right or left side of the shower or can be easily removed. Grab bars can easily be added in the future. **For more information, circle No. 857**

**U Freedom Induction Cooktop** Thermador’s Freedom Induction Cooktop

is the first full-surface induction appliance with the flexibility of a natural-mapping user interface that intelligently recognizes cookware size, shape, and position to deliver heat without boundaries. This means that home cooks can move their cookware around during the cooking process, which is especially helpful as they add and remove different dishes during meal preparation so there are no limits on where to place the cookware. The cooktop offers all the benefits of traditional induction technology, including instantaneous and precise temperature control, safer cooking, and easier cleaning with its smooth and flush surface. **For more information, circle No. 858**

**V Artistic Glass Countertops** ThinkGlass has unleashed the potential for creative inspiration in the kitchen with its Artistic Glass Countertops. From shimmering hues reminiscent of the ocean to the bold splashes and streaks of a more contemporary mind, the possibilities for creating a truly custom, one-of-a-kind countertop are limitless. ThinkGlass countertops are made from 100

percent recyclable glass. They are as strong and durable as natural stone and have a textured finish that hides fingerprints, resists scratches, and is impossible to stain. **For more information, circle No. 859**

**W Redi Trench** To meet growing demand for linear shower drains, Tile Redi has introduced the Redi Trench shower pan, a leak-proof system with a molded-in trench in any location. Available with a tile-able or grate top and in multiple sizes, including 52- to 72-inch lengths, Redi Trench pans can be installed and ready to tile in about 30 minutes. **For more information, circle No. 860**

**X Aluminum-and-Glass Cabinet Doors** Timberlake Cabinetry’s Aluminum-and-Glass Cabinet Doors allow builders, remodelers, and homeowners to add a crisp European accent to classic wood cabinetry in the company’s Portfolio Select and Portfolio product lines. Great for urban environments or as an accent piece in traditional kitchen designs, the cabinet doors feature a stainless-steel finish



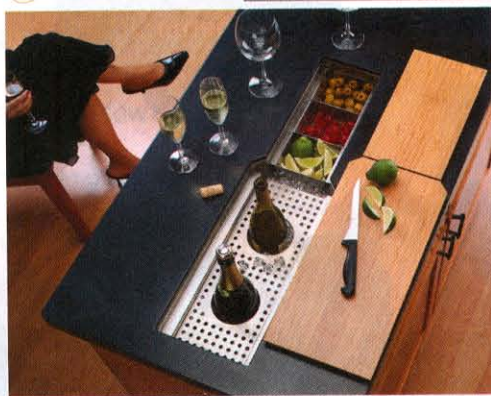
## INTERIOR PRODUCTS / OUTDOOR LIVING



e



g



f



A



B

**e CoolFix faucet** KWC AVA's CoolFix faucet offers an ingeniously simple way to save energy without sacrificing comfort or convenience. The standard setting of the operating lever of a single-lever faucet is straight ahead; that is, in the "six o'clock" position. With most such faucets, lifting the lever brings a mix of hot and cold water, even if the user neither needs nor wants warm water. With CoolFix technology, the six o'clock middle position has been designed "full cold," so that no hot water is delivered in this setting.

**For more information, circle No. 868**

**f Entainer Sink** Lenova's Entainer Sink is designed just for that — entertaining. The unit can be used as a prep sink before guests arrive — with three removable stainless-steel compartments, integrated cutting boards, and a large, two-piece drainer — and a drink station during the party. For casual

entertaining, the whole sink converts to a beer and soda cooler and ice bucket. The cutting boards completely cover the sink to maximize counter space.

**For more information, circle No. 869**

**g Bellawood hardwood flooring** Lumber Liquidators has extended the warranty it offers on its Bellawood line of prefinished hardwood flooring from 50 to 100 years. The company also added a transfer option, making it easier for builders and homeowners to pass the warranty on to the next owner of the home. Each Bellawood board is hand-selected for graining and color and then inspected before and after the finishing process. A UV-cured aluminum oxide finish is then applied to each plank using a micro-particle process to ensure superior wear and scratch resistance.

**For more information, circle No. 870**

## OUTDOOR LIVING

**A Deck rail lighting** Azek Building Products debuted several rail lighting options, including Lighted Post Caps in two styles: the Villa Cap (shown), available in white and black, and the Island Cap, offered in white, black, brownstone, and dark brown. The company also offers Azek Under Top Rail Lighting, which adds a warm ambience while being hidden from view. The under-rail lighting can be powered in conjunction with the post caps. **For more information, circle No. 871**

**B Trex Pergola kits** Trex Pergola kits are manufactured of durable, low-maintenance cellular PVC TrexTrim in cooperation with Backyard America. Trex Pergola kits are available in a wide range of styles and options that provide design flexibility for homes and commercial buildings. Each kit includes all the pre-cut components and hardware necessary to install a complete pergola. Kits are available in about 25 different standard sizes and may be ordered in custom sizes and shapes. **For more information, circle No. 872**