

**SURVEY**  
2012-Market Forecast

**BUSINESS**  
Peer groups

**BUSINESS**  
Cloud computing

**WHAT'S NEW**  
Recently released products

# QUALIFIED REMODELER

Best Practices, Design Ideas & Products

ForResidentialPros.com

JANUARY  
2012

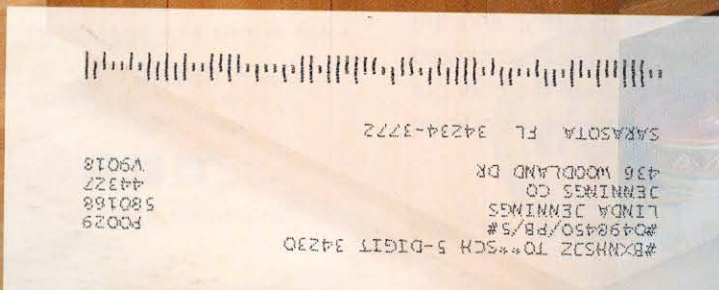
MASTER DESIGN SOLUTIONS

## Creative Spark

A California Ranch  
is protected from fire hazards  
while living space is expanded

**BONUS SECTION**

**Exterior Contractor:  
OSHA'S FALL-PROTECTION  
REQUIREMENTS**





# QUALIFIED REMODELER

## FEATURES

### 18 BUSINESS SOLUTIONS

#### Up in the Air

Cloud computing is a growing technology that offers remodelers more options for doing business.

### 22 BUSINESS SOLUTIONS

#### With a Little Help from My Friends

Peer groups help remodelers run better businesses.

### 26 MASTER DESIGN SOLUTIONS

#### Creative Spark

After losing their home to a fire, California homeowners remodeled their house using a fire-safe, modern design.

### 30 SUPPLIER SURVEY

#### Relationships Drive

Remodelers' Supplier Choice  
Remodelers still prefer traditional lumberyards, but big-box stores are gaining market share.

### 32 REMODELER SURVEY SERIES

#### Daring to Envision Better Times

Remodelers share their tips and tricks to surviving the current marketplace.

## DEPARTMENTS

### 6 OVERVIEW

- U.S. Senate proposes energy tax credit.
- NAHB argues for RRP opt-out provision.
- The number of improving housing markets is expanding.

### 8 ASSOCIATIONS

**NARI Recertification:** Detailed record keeping is vital to a successful and profitable project.

**NAHB Remodeler of the Month:**

Joe Schwab, CGR, HCS Construction Services Co., Bellevue, Wash.

### 38 KITCHEN/BATH EDUCATION SERIES

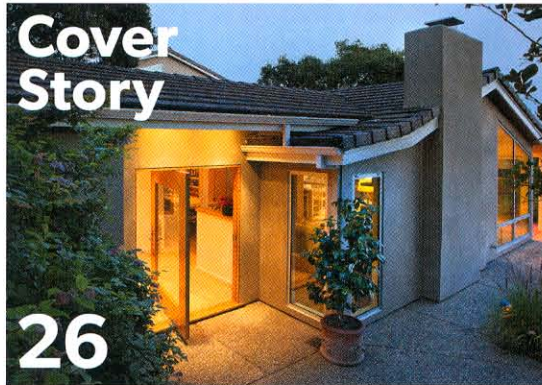
Where it's located, what passersby see and functionality are a few of the many considerations of effective powder room design.

### 58 HOT SPOT

Peruse highlights from QR's online discussions.

## CONTENTS

### January 2012



## COLUMNS

### 4 EDITOR'S NOTE

Relying on a team can make you more successful.

### 12 BRIGHTUP: FROM THE HILL

Much regulatory and legislative action from 2011 will carry on in 2012.

### 14 SHORE: SALES & MARKETING

Using self-generated leads as a marketing tactic can yield great rewards.

### 16 DIPRIMIO:

#### CONTRACTOR PERSPECTIVE

2012 will be a difficult year for many. Following a few common-sense tips may help you.

## PRODUCTS

### 40 BATHROOM ACCESSORIES

### 42 WHAT'S NEW

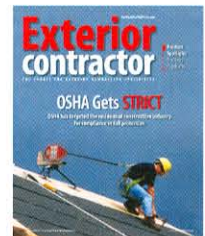
### 44 FLOORING

### 46 TRUCK ACCESSORIES

### 47 REMODELERS' CHOICE

The Diamond Series of LED Downlights generated the highest number of requests from the October 2011 issue.

## BONUS SECTION



### 49 EXTERIOR CONTRACTOR

#### OSHA Gets Strict

Changes to OSHA's fall-protection requirements impact the residential construction industry.

### 54 ROOFING PRODUCTS





01



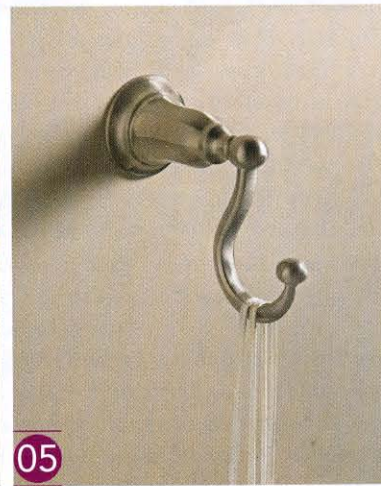
02



03



04



05

**01** Danze Inc. introduces its 24-inch vanities to accommodate smaller footprint powder rooms. The vanities are loft-inspired with a clean urban design in a Wenge finish and manufactured with wood certified by the Forest Stewardship Council.

**Circle 01 or visit [ForResidentialPros.com/10452925](http://ForResidentialPros.com/10452925)**

**02** Moen Inc. offers its Weymouth collection of accessories that are designed to marry traditional design with attention to detail. Features include pivoting paper holder, cross-handle tank lever, double robe hook, towel ring, towel bars and a door sign.

**Circle 02 or visit [ForResidentialPros.com/10452881](http://ForResidentialPros.com/10452881)**

**03** The Bagatelle collection from THG USA is a collaboration with French designer Olivier Gagnère and was inspired by a royal table game. Round shapes found throughout the collection echo the round bumpers and ivory balls of the table game.

**Circle 03 or visit [ForResidentialPros.com/10452877](http://ForResidentialPros.com/10452877)**

**04** The Element towel bar from Atlas Homewares features rectangles with curving right angles. Available in brushed nickel and polished chrome, the towel bar is 20 1/4-inches long, projects 2 3/4 inches and is 18 inches center to center.

**Circle 04 or visit [ForResidentialPros.com/10452860](http://ForResidentialPros.com/10452860)**

**05** The Kelston line of bathroom accessories from Kohler Co. features clean lines and traditional style. This suite of accessories includes seven items: three towel bars at 18-, 24- and 30-inch lengths, a double towel bar, robe hook, towel ring and toilet-tissue holder.

**Circle 05 or visit [ForResidentialPros.com/10452916](http://ForResidentialPros.com/10452916)**

**06** The Jason Wu for Brizo collection of powder room accessories is designed to merge the signature styles of Jason Wu and Brizo. It features Scandinavian design and intricate Baroque detailing with a matte black finish paired with polished chrome or brushed nickel.

**Circle 06 or visit [ForResidentialPros.com/10452899](http://ForResidentialPros.com/10452899)**



06



## Scraped Engineered Wood

**BR-111 Exotic Hardwood Flooring** has unveiled its Zinfandel Tigerwood engineered wood flooring for the kitchen. It is created using a light scraping technique and employs a French bleed to accentuate the grain variation. Each plank is individually scraped by hand. The scraped look hides wear and blemishes after years of use. The boards are 5-inches wide, 1/2-inch thick and 12 to 71 inches in length. **Circle 16 or visit [ForResidentialPros.com/10522685](http://ForResidentialPros.com/10522685)**



## Large-format Tiles

**Florida Tile** has launched its large-format Stellar line for floors, walls and countertops. The tiles, which are an addition to the High Definition Porcelain tile series, are available in four colors: Helio, Meridian, Nebula and Nova. Available sizes are 18 by 18 inches, 12 by 24 inches and 24 by 24 inches. Stellar contains about 40 percent recycled content and is suitable for indoor and outdoor applications. **Circle 17 or visit [ForResidentialPros.com/10522660](http://ForResidentialPros.com/10522660)**



## Farmhouse French Limestone

**Ann Sacks** has released a reclaimed French limestone flooring collection pulled from 19th and early 20th century French farmhouses. The stones in the collection are taken from the top layer of the stone, so it retains its authentic patina. Antique Blond Bar is sourced near the city of Nîmes and has a crème to caramel coloration. Antique Dalle de Bourgogne blends crème and terra cotta colored stones. Antique Grey Bar is gray-colored. **Circle 18 or visit [ForResidentialPros.com/10522687](http://ForResidentialPros.com/10522687)**

## Why Trim-Tex Vinyl Beads?

**Over 200 Rigid Vinyl Shapes  
Over 600 Styles & Lengths**

**Absorbs Extreme Impact**

**Never Dents, Rusts or Molds**

**Made with 70% recycled content**

**More Bonding Surface than  
paper covered metal beads**

**No Scuffing or Blistering**

**See for yourself at the  
International Builder Show  
Booth # W670**

For more information circle 56



**TRIM-TEX**  
**DRYWALL PRODUCTS**

[www.trim-tex.com](http://www.trim-tex.com) | 1-800-874-2333



Rigid Bead

3/4" R. Bullnose

350 Bull

Chamfer Bead

3/4" R. Step A Bull

Niche Bead