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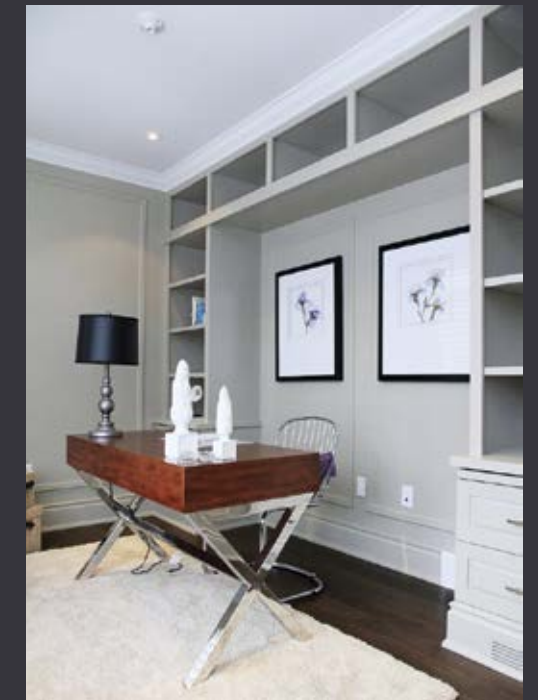
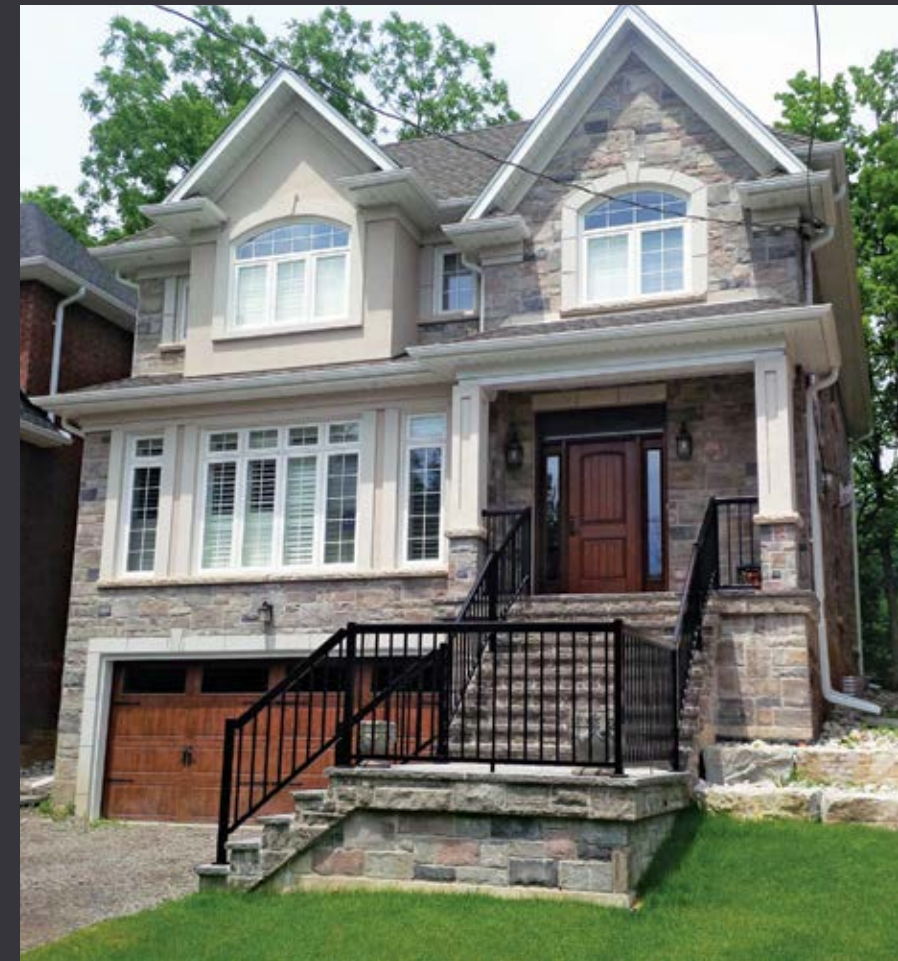
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### editor's note



#### HERE AT OUR

HOMES, we strive to introduce you to the people and places in the Hamilton area that make "home making" such a buzz. This issue, we seem to have gravitated to an underlying theme of custom made. More than that though, it's about quality and craftsmanship.

In our Style Picks (page 14) you will find beautiful customized or made-to-order furniture. Our Comfort Zone (page 28) features a fantastic Ottawa Street business revitalizing and personalizing well-built pieces. And in People (page 46) you will meet Jeff, who creates one-of-a-kind pieces from reclaimed wood. Of course, our feature homes (pages 20 and 34) are both studies in artistry, drawing on the unique talents of teams of professionals who custom design these living spaces to the needs and desires of their also talented and creative homeowners.

Recognizing the value of workmanship may be an aspect of growing up. When I was young, that didn't matter to me. On my garage sale budget, time and effort didn't count. The unattainable holy grail was NEW. Scandinavian and self-assembled fit the bill.

Over the years, my tastes have changed. What makes my heart flutter now is composition, character and quality. Think dovetail joints, fieldstone and river rock, or a richly textured wallpaper. Even copper downpipes can cause me to catch my breath!

Don't get me wrong, I love Target and Winners and Pier 1. Smart design can be mass produced, and I still enjoy a bargain. But sometimes, travelling between urban areas, it feels as though one is just the same as another. The same big box stores, the same coffee places, the same restaurants.

It's heartening to find in this world of sameness – where so many items we buy are factory made and produced by the millions – craftsmen who take pride in the materials they use and the work they do. This issue, we tip our hats to the people who make it possible for us to individualize our homes and accommodate our lifestyles so beautifully.

*Melissa*

Melissa North, *Managing Editor*  
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Photography By  
Kelly Horkoff.

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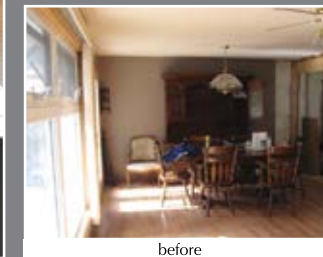
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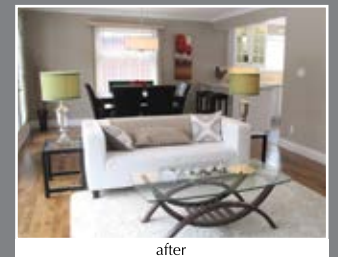
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## publisher's note



**FALL IS MY FAVOURITE TIME** of the year and this year I am truly looking forward to the cool crisp days, relaxing after our crazy summer filled with preparations for our daughter's wedding (who also just completed her Master's degree). Every day was full. I find that summers are always hectic - without any extras - and this was a summer of extras, trying to squeeze in every last ounce of sun and enjoy family and friends before we all start to hide again over the winter months.

We have two fabulous feature homes this issue. Both have their own stories to tell. The Neven custom home (page 34) is solid, warm and welcoming, and reflects the owners so well. It was truly a pleasure to be inside this home and feel the comfort. Every corner you turn is well built and flanked by interesting features. It feels so right.

And then we have what I will call the BEO house (page 20). I belong to a group called the Business Executives Organization, Inc. We meet each week and network and support each other. It's a great way to end the week, sharing ideas, learning about the other folks and creating friendships.

The BEO house started with one little phone call. Henri of Danasy Landscaping & Maintenance called Peter from Diamond Contracting to say his client needed a bathroom redone. Well, that started a wonderful new reno that included three bathrooms and a general home updating.

Peter and Andrew, his project manager, met with the client and then they called in all the other BEO trades to assist with the project. Archie Horn & Son Ltd., Dessco Countertops, Alexanian Carpet & Flooring, Merlo Electric Inc. - they all played a part. Then they called me in to see the finished result. Together they created a wonderful renovation, and the best part is how pleased the homeowner is with the project and how thrilled she was with all the trades involved. Working together and supporting each other. That's how the BEO works!

Enjoy the fall and watch for us at The Junior League annual Holiday House Tour!

*Laurie*

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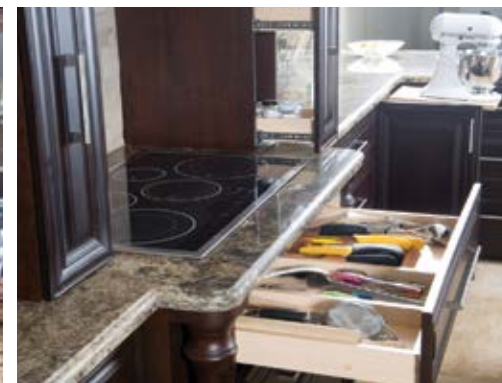
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3



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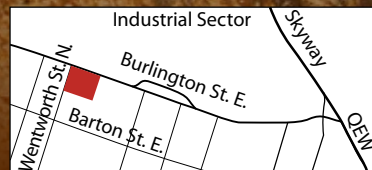
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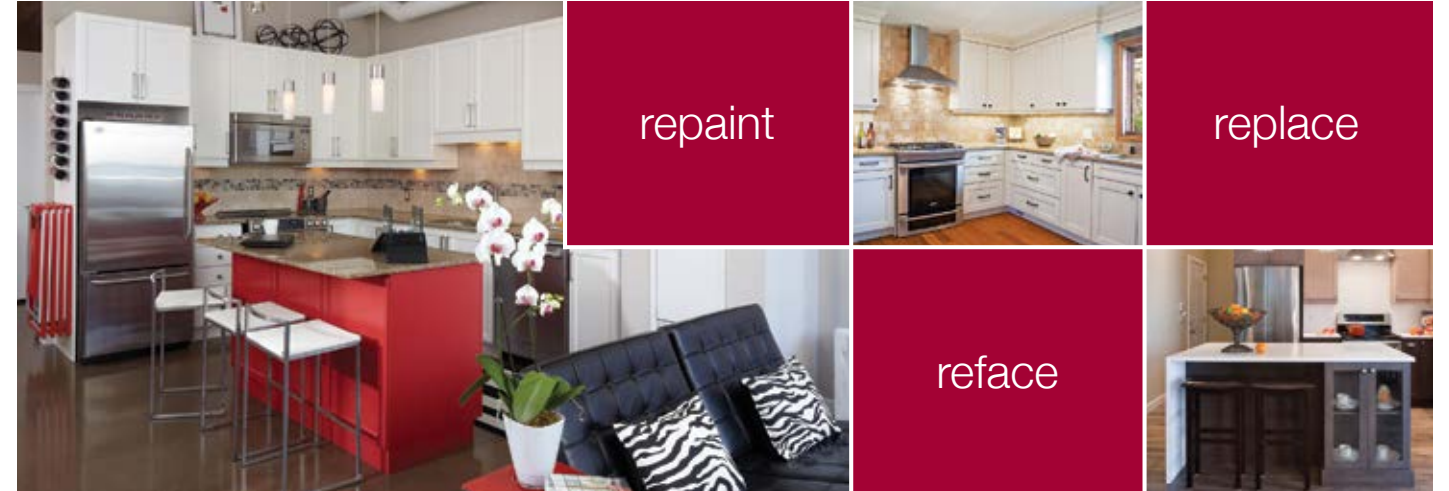
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# family matters

STORY  
**MELISSA CAMPEAU**  
 PHOTOGRAPHY  
**KELLY HORKOFF**  
 FLOWERS  
**FASCINATION FLOWERS**

"Moving to Ancaster [from Toronto] has added years to our lives," says Carol. The three older children, aged 26 to 32, love coming home for family get-togethers and cycling and hiking in the area. **OPPOSITE TOP:** Daughter Charlotte and twin eight-year-old grandsons Jonathan and Joshua enjoy the backyard oasis as much as Carol and Nicholas do. **OPPOSITE BOTTOM:** Shaun De Jonge transformed the oak stairwell using a contemporary black and white colour scheme that works well with a photograph from a trip to Greece and a cabinet imported from China.

Walk into Carol and Nicholas Leyland's Ancaster residence and you'll be warmly greeted by any combination of dogs, cats, grown-up kids home for a visit and children (two still live at home and two grandchildren come by often).

Despite the boisterous hubbub, there's an underlying calm, thanks in large part to the Leylands' smart design choices. When the couple moved into their 25-year-old house in 2010, Carol set her sights on renovating and redesigning some of their most-used rooms to establish clean lines, unfussy style and soothing tones.

On a recommendation from **Danasy Landscaping & Maintenance**, Carol called **Peter Ostermeier** of **Diamond Contracting** to tackle the first reno project: Updating and enlarging the bathroom in the loft apartment over the garage, used by the Leylands' 19-year-old son, Aidan.

"I guess it was sort of a test," says Carol. "I thought, we'll do one small room and see how it works out, how our personalities fit."

The chief challenge was to find a way to make the tiny space feel a little roomier for six-foot-three Aidan. Mansard rooflines and attic space over the room meant that with a little exploration, Andrew Sieders, Diamond Contracting's project manager, found a solution. "On the first day," says Carol, "Andrew came running downstairs, saying, 'I found space! Come and see!'"

As well as expanding the shower, Andrew added a roof window for better light and a more spacious feel. He used a simple white subway tile and black and white checkerboard accents on the walls, and black and white tiles

*Continued on page 22*



# feature

on the floor. **Archie Horn & Son Limited** took care of the plumbing details, topped with modern fixtures in polished chrome for a sophisticated finish.

“Carol had really done her homework and knew exactly what she wanted,” says Andrew. “But she was also open to new ideas and suggestions.” He adds, “From that first bathroom I got an idea of what her style was. She wanted things to be modern and crisp and clean, but not overly contemporary.”

As a test run, that first renovation couldn't have gone much better. “From there, we just started lining up the projects,” says Carol. “Every time Andrew came over I added something to our to-do list.”

The next room they renovated was the second-floor bathroom, claimed by 12-year-old daughter Charlotte. Charlotte loved the black and white scheme of the first bathroom, but wanted to avoid repeating the look. Wainscoting halfway up the wall adds character, as does the wave-inspired,

high-gloss black tile at eye level on each wall. Andrew updated a window seat to provide additional storage and enhance a nook under the window.

“When the room was done,” recalls Carol, “Andrew said, ‘Are you ready for the master now?’”

It was a good question, since the Leylands felt the master bathroom needed a complete overhaul. “Nothing in there really worked for us,” says Carol. They rarely used the massive jet tub – occupying nearly 40 per cent of the floor space – because it was difficult to clean and more or less emptied the hot water tank with each use. Still, the biggest problem was the narrow and dark shower. “It was so tiny, I didn't even fit in there,” says Carol. “It was like a prison!”

Without too much back and forth, the Leylands and Andrew pinpointed a five-foot freestanding soaker tub in white to anchor the room and provide a focal point under the window. A quartz countertop from **Dessco**

**Countertops** in a blend of greys and blacks and shimmering flecks grounds the room and reflects the afternoon light. “This quartz is so lovely, but it also hides splashes beautifully,” says Carol.

The Leylands opted for a single-sink cabinet to save space for two shelving towers bracketing the mirror. It's a compromise she doesn't regret. “We've been married 38 years,” she says with a laugh. “We don't need to brush our teeth side by side anymore.”

The standout feature in the room is the doorless oversized shower stall. Grey and white granite with a black mosaic accent lines two walls, while a pane of glass, accented with a tile tower, makes up the third wall.

“Even though the room's transformation has been dramatic,” says Andrew, “we didn't move any of the fixture locations.” What the Diamond team did do, however, was knock down a number of walls to open up the space and make better use of every inch offered by the sloped roofline. They also added a



**LEFT:** The kitchen window looks out on the backyard, where Andrew designed a custom skylight to go between the house and the covered porch. At the back of the property, beyond the pool and garden, is an additional green space where the dogs run and the kids play soccer. **BELOW:** Entertaining made easy. 2014 award-winning wine provided by The Wine Shop. **BOTTOM:** The dining room, off the kitchen, continues a subtle Asian theme found throughout the home.



“For three months we had beanbag chairs in the family room, between giving old furniture to our daughter and waiting for the newly ordered pieces,” says Carol. Wall colour is Revere Pewter by Benjamin Moore. Smiles by Boston, the dog.

skylight that flares in four directions to add more light to the space. “The entire room has a wow factor now, but it also functions really well,” says Andrew.

From there, renovations moved to the master bedroom where Andrew replaced the popcorn ceiling, added pot lights and crown moulding, and built custom window seats, much to the Leyland cats' delight. **Alexanian Carpet & Flooring** laid plush, grey-flecked carpet in the bedroom and throughout most of the second floor. And Shaun De Jonge of **De Jonge Decorating Ltd.** transformed the feel of the room with a cool, chic purple-grey shade on the walls.

The family room, too, underwent a transformation. Carol donated the existing furniture to her adult daughter and brought in a custom-made sofa, new accent chairs and a new coffee table. Andrew added pot lights, painted the shelving unit pewter, added black hardware and then created a feature wall behind the fireplace and television by painting it a glossy black.

“When we started all of this work, a lot of people asked me if I was going to use an interior designer,” says Carol. “But I like figuring things out on my own and bouncing ideas off Andrew.” *Continued on page 24*





**ABOVE:** A rainhead shower and subtly-sloped floor keep water contained in the doorless shower, no matter how much splashing goes on. The bench and shelf feature the same quartz as the countertop. **RIGHT:** Andrew went into the master bath renovation without a plan, opting to demolish first and see what space they had to work with. They chose a Victoria + Albert free-standing bath because it's spacious and yet has a small footprint. **FAR RIGHT:** Building on a Dior Grey (Benjamin Moore) accent wall, the master bedroom is classic and timeless. Window coverings by Alexanian Carpet & Flooring. Window seats by Foamland.



"We've really developed a working relationship that's about trust," says Andrew. "As far as customers go, they don't get much better than the Leylands. It's been such a pleasure."

"Andrew and all the trades guys are like family members now," says Carol. "We miss them when they're away. And when they come back, they catch up with the kids, and the dogs treat them like long-lost relatives." She adds, with a smile, "I wouldn't have it any other way." **OH**

### SOURCE GUIDE

Alexanian Carpet & Flooring, Archie Horn & Son Limited, Danasy Landscaping & Maintenance, De Jonge Decorating Ltd., Dessco Countertops, Diamond Contracting, Fascination Flowers, Foamland, Merlo Electric Inc., The Wine Shop

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# DO IT YOURSELF *chic*



PHOTOGRAPHY KELLY HORKOFF

**THE PLACE:** Set on Hamilton's eclectic Ottawa Street, Melanie Anderson's **The Painted Bench** is a hub of creativity. Melanie not only sells Chalk Paint™ by Annie Sloan, Miss Mustard Seed's Milk Paint, brushes, waxes, handles and knobs, painted and yet-to-be painted repurposed furniture pieces, and unusual home décor items, she also offers a range of workshops. Whether you want to give new life to an old piece, or change up your style, this is the place to come to create beautiful painted furniture and home accents.

**THE STYLE:** The Painted Bench logo is "Shabby & Chic and Everything Neat." Inside, it's somewhat country, a little bit French provincial, but above all, fun and welcoming. "I want you to feel like you've come home," says Melanie. "That personal one-on-one when you come in the store is what we really strive for." It must be working; the business has grown steadily since opening in May of last year.

**FAVOURITES:** The colours! The paints! Both Chalk Paint™ by Annie Sloan and Miss Mustard Seed's Milk Paint (manufactured by Homestead House

Paint Company in Toronto) have been in business for 25 years and are established quality. They can be used on practically anything, easily, and with gorgeous results. Melanie also selects all the furniture they carry, so she's fallen in love a little bit with everything here. She hates to see them go, but on the upside, she says, customers who buy the furniture are as excited about it as she is.



**WHAT'S HOT:** Buffets and dressers are the biggest sellers. "Buffets? Holy cow, we can't keep them in stock!" says Melanie.

**SERVICES:** Not ready to jump right in to painting? For a reasonable price, staff at The Painted Bench custom paint items. Better yet, they offer afternoon or evening *Getting Started* workshops, which teach five basic painting techniques (such as waxing and distressing), and second-level workshops featuring techniques like crackling and gilding. "When you leave here you can make something look like it's 500 years old, or like it's brand new," Melanie says. "It's up to you."

**GET THERE:** 208 Ottawa St. N. Hamilton | 289.389.9281 [www.thepaintedbench.ca](http://www.thepaintedbench.ca) OH



Elizabeth Chappel, shop assistant, and Melanie Anderson



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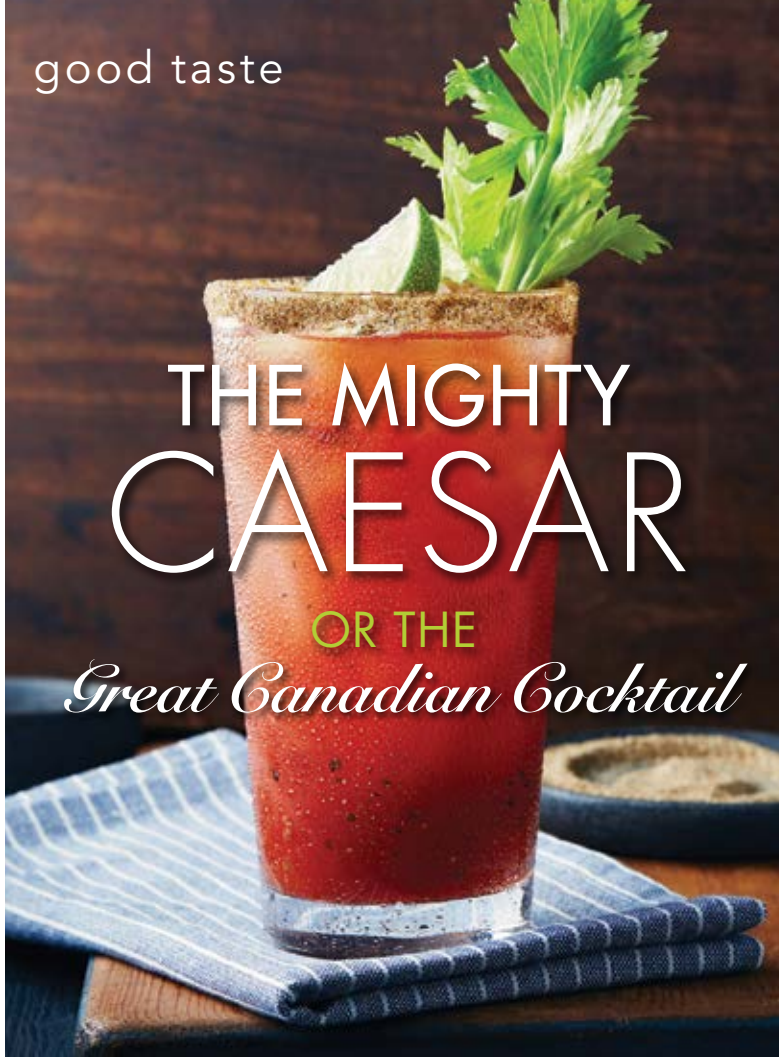


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good taste



# THE MIGHTY CAESAR

OR THE  
*Great Canadian Cocktail*

STORY **SHELBY HILSON**

If you've ever tried ordering a Caesar outside the country, you were likely met with a confused expression or offered a Bloody Mary in its place, and then disappointed to learn that the latter tastes nothing like its much-loved Canadian sister.

Many people wouldn't guess, with a name like Caesar, that the drink is a Canadian creation, but it was actually invented in Calgary in 1969 by restaurateur Walter Chell to celebrate the opening of a new Italian restaurant at the Calgary Inn (now Westin Calgary). It's now estimated that more than 350 million Caesars are consumed each year in Canada!

With such a following, it's surprising that the Caesar's origin hasn't been touted more in national ad campaigns, like the infamous poutine has been.

Clamato juice is a proprietary blend of tomato juice and clam broth made by Mott's – created very soon after the success of Chell's drink invention. Although several brands offer similar tomato and clam blends, the Caesar has really become synonymous with Mott's.

Clint Pattemore, Mott's Clamato Caesar Mixing Officer, says, "With over 350 million Caesars enjoyed in Canada each year, it is clear that the Caesar is something special. The flavour is unlike that of any other cocktail and the unlimited possibilities are what make the Caesar so unique and enjoyable."

There are countless variations to try. In fact, Mott's holds an annual "Best Caesar in Town" competition as part of the Prince Edward Island International Shellfish Festival with a \$1,000 grand prize.

Common variations include the addition of horseradish, using barbecue sauce instead of Tabasco, replacing vodka with gin, whiskey or tequila, and getting creative with different garnishes, like orange wheels, spicy pickled green beans and olives. However, there are some incredibly unique and mouthwatering recipes worth trying that you won't likely find in restaurants.

A classic Caesar is served with ice in a tall glass rimmed with celery salt and contains:

### CLASSIC CAESAR

- 1 oz vodka
- 2 dashes Tabasco sauce
- 3 dashes salt and pepper
- 4 dashes Worcestershire sauce
- 5 oz Clamato juice
- 1 celery stick and a lime wedge for garnish

Warm up this fall and treat your guests to something new with this tasty Gin & Ginger Caesar recipe, courtesy of Pattemore's recently published book, *Caesars: The Essential Guide to Your Favourite Cocktail*, which includes more than 50 unique Caesar recipes categorized by season.

### GIN & GINGER CAESAR

Rim: Fresh cracked salt and black pepper

- 1 oz ginger-infused gin\*
- 2 dashes hot sauce
- 2 dashes Worcestershire sauce
- 2 oz ginger beer
- 2 oz Mott's Clamato Cocktail

Garnish: Ginger prawn on a skewer (or candied ginger for ease)

- Rim a highball glass with citrus and rimmer. Fill the glass to the top with ice. Add the ingredients in the order listed. Stir well to mix the cocktail, and garnish.

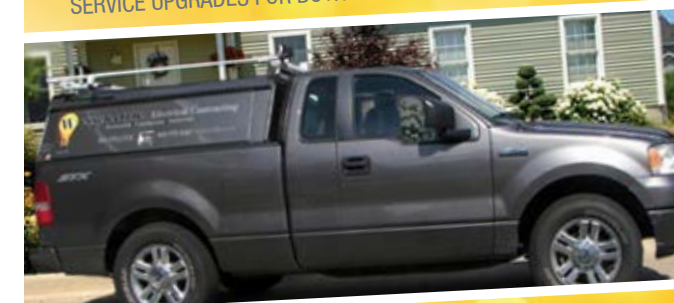
\***Ginger-infused gin:** Chop or grate two "thumbs" of peeled ginger and add to a 750ml bottle of gin for two to three days, tasting regularly until desired ginger flavour is achieved. Strain out ginger using a cheesecloth or coffee filter. **OH**

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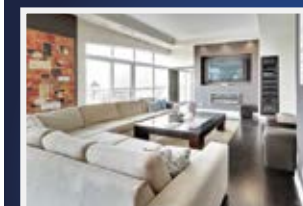


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# THE *right* FIT

STORY **MELISSA CAMPEAU**  
PHOTOGRAPHY **KELLY HORKOFF**  
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Two years ago, Kathy and Boris Spiwak handed home designer **Eric Canton** of **Virtual Creations Inc.** a wish list for the new house they hoped to build; a light-filled Craftsman-style home.

The plan was to tear down their cramped and dark 1954 side-split on the mountain's east end and replace it with something open-concept and roomy. They wanted the new home to stay primarily within the older home's footprint, maintaining space between neighbours and keeping their beloved gardens and landscaping intact.

"I thought it was impossible," says Eric with a laugh, only partly joking. He started with the first element of the puzzle: the home's main open living space, complete with a full view of the remarkable backyard garden. From there, the pieces began to come together and the home took shape.

"It really takes an experienced home designer to listen, be able to interpret the clients' needs, to give direction where needed and to put it all on paper," says **Gary Neven**, of **Neven Custom Homes Ltd.** "Eric did an amazing job."

Once the floor plan was ready, Gary and his team of experienced trades people began the construction. Because the goal was to keep the garden, building the home was especially tricky. "We really couldn't

*Continued on page 36*



**OPPOSITE:** Organic elements fill the foyer – an inlaid walnut mission knot design, floating stairs with no support posts by Trinity Rail and Stairs, and striking leaded-glass panels. "My parents had a home built in the 20s and I always loved the style," says Boris. "Large wood beams, natural beams." **ABOVE:** A crack team (left to right): Eric Canton, Gary Neven, Kathy and Boris Spiwak and Connie Stephens. **LEFT:** The Spiwaks didn't plan to rebuild. "When we went looking at new homes we kept seeing things we didn't want," says Kathy. "No mature trees, no space between houses. We kept coming back to this property, this garden, and essentially I couldn't leave."



**ABOVE:** Kathy chose to make a feature of gorgeous herringbone marble, set in bevelled subway tiles. Island light is from Elm Ridge Lighting & Interiors. **RIGHT:** “Normally this has a dozen cycling jerseys hanging in tucked-away hooks and racks,” says Kathy, of the well-organized laundry room. She also suggests “iron” is a four-letter word, right up there with bake, cook, and wash!

leave a wheelbarrow of dirt on site when we did the excavation,” says Gary. So Kathy and Boris painstakingly dug out and potted half the garden, and workers carefully hauled materials offsite, later bringing them back.

Walk through the grand entrance, beyond pillars of hand-chipped Owen Sound Ledgerrock and black flagstone stairs, and the backyard conservation seems worth all the effort. “I love that when you come in the front door, you can see straightaway to the gardens out back,” says Kathy. “We like a lot of things about this entrance – the space, the oversize closet, the openness – but the most important thing is the view.”

**Connie Stephens**, a designer with Neven Custom Homes, managed the details as the home took shape. “Every decision had to be made as part of a larger whole,” she says. That can be a daunting process if opinions and ideas are fuzzy, so research is important. “Luckily, Kathy and Boris were very organized before we even started to be involved,” says Connie. “They had lists of what they liked, what they didn’t want.”

Their legwork helped the process run smoothly from start to finish. “It all begins with the clients,” says Gary. “They need to have a good idea of what they want to accomplish and have a reasonable budget to do it. If they can’t tell the people they are working with what they like, they will end up with a home that reflects someone else’s tastes.”

Gary also underscores the vital role Connie played in ensuring the project turned out well. “The designer needs to get into the clients’ heads and figure out how they live, eat, sleep and entertain,” he says. “The space has to be designed to fit the furniture and décor they have and the pieces they want to add, designed for flow and for changes the future might bring. And it all needs to be done in a way that truly reflects the clients’ tastes and character.”

For example, the Spiwaks knew they



The juxtaposition of white against wood creates a bright and airy atmosphere in the great room, and a burlap band unites the living areas. A touch of grey inlay in the stained-glass windows marries with the fireplace porcelain tile. “We wanted this to be a multifunctional room,” says Kathy of the cabinet for the concealed television (crafted by Drew Neven).

wanted soapstone countertops in the kitchen, so the group had to consider how the wood, the backsplash and everything else would work together. The result of all that big-picture planning is a cohesive kitchen that flows. The white tile backsplash provides a clean and simple backdrop for the dramatic countertops and cherry cabinets by **Barzotti Woodworking Ltd.**, which feature black hardware, tying them to the counter. The sleek light fixtures and a custom range hood add a dash of contemporary style.

“I like to refer to this home as contemporary craftsman with a touch of organic bling,” says Kathy, who learned to

focus on the “sheer beauty in simplicity.” Take the main floor powder room. Centered on a feature wall is an eye-catching mother-of-pearl tile feature by **Brant Flooring Co.** “I originally imagined the whole wall with that tile, but Connie is very good at keeping you within the budget,” says Kathy.

Oak floors by **Cam Hayes Hardwood Floors** run through the entire house, seamlessly connecting living areas. A floating staircase by **Trinity Rail and Stairs** graces the entryway. In the great room, subtle, stained-glass accents add light and interest. Eye-catching cabinetry by **Neven Custom Trim** provides storage space for china and

silver, while a clever hinged, wood shutter makes for a well-disguised TV nook.

Sarana Tile porcelain tile stained to look like Calacatta marble frames the area around the gas fireplace, and is an element Kathy and Boris hoped to have in their new home from the start. “Kathy would say, this is what I want. How can we incorporate it?” says Connie. “Everything’s always a puzzle piece. You just have to get the right pieces together and move them around until they fit.”

Tucked away by the home’s side entrance, is the laundry room. “Boris and I are very active, outdoorsy people,” says Kathy. “If we’re not gardening, we’re cycling, we’re running.

*Continued on page 38*

## home & builder

With the laundry room by the entrance, we can just come right in and toss our wet things in the wash.”

The space is features an abundance of storage. “I would not classify myself as a neat freak, however after living in that small home and having no storage, I so craved to be able to at least hide things away,” she says.

“Whether your house is 1,000 sq. ft. or 10,000 sq. ft., organization is key. In every room we used everything to its limit,” says Connie. “Everything has a function and a purpose. That’s the key to good design. It’s not just about the aesthetics, it has to have function and flow as well.”

That pairing of the practical and the aesthetic was a team effort. “I feel that the build with Boris and Kathy went quite smoothly and turned out extremely well,” says Gary. “And I really think that comes down to certain individuals and how well they work together. All the parties involved in this project respected each others’ opinions, made suggestions and, with some discussion and debate, ultimately delivered an amazing home.” **OH**

**RIGHT:** The guest room, done in robin’s egg blue, houses cherished books from three generations – those of Kathy’s mother, herself, and her two daughters Alexa (23) and Alaine (20). Custom cabinetry by Neven Custom Trim. **BELOW:** In the powder room, a live-edge wood countertop stands in contrast to the raised quartz sink.



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# LANDSCAPE LIGHT ARTISTRY

Perhaps you have never considered landscape lighting and may even consider it frivolous, but to me landscape illumination is essential to every beautiful al fresco living space.

Luminosity tells the story after dark by providing a visual harmony between house and landscape. Plus, current studies prove outside leisure areas are used most often into the evening. Therefore, a well thought-out lighting plan provides a magical world of drama and mystery that also extends the use of any and every outdoor living space.

## LIGHTING TECHNIQUES

- **Up-lights:** These are the most common landscape lighting methods, but beware of using just one lighting technique. Up-lights are used best sparingly on trees with interesting branch structure, leaf texture or bark. They can be installed closer to the trunk of a tree, or farther away and to shine into the canopy.
- **Path lighting:** The second most commonly used fixture is the path light, and it's rarely done well. Best used to accent favoured plant life; think of them as providing gentle hints for where to go next. Don't use them as an outlining tool or as an airstrip. Less is more, thus incorporate them sparingly.
- **Down lighting:** Sometimes called moonlighting, this is my favoured lighting style. In areas with large trees, this effect provides a subtle, dappled look that makes path lighting often unnecessary. For the result to be successful, the fixture needs to be installed 30-to-40 feet high in the tree to achieve the most natural look, and to keep it hidden.

- **Grazing:** Grazing is a lighting effect used most often to wash the front of the house with illumination by accenting interesting textures, structural elements and roof lines. It also works well in conjunction with the next two effects.
- **Shadowing:** By shining a light on the front of a tree, a shadow is created on the house behind. But be careful to keep the shadows from looking obviously distorted, giving a spooky effect.
- **Silhouetting:** Opposite to the shadow effect is the silhouetting technique, where the light is placed behind the tree, making only its dark outline visible.
- **Spot lighting:** Spot lighting is appropriate on any focal point, such as an arbour, garden art, statue or fountain. Be careful of light shining directly in the eye from all common vantage points.
- **Hardscape lights:** Hardscape lights are an indirect way to accentuate pillars, seating walls and stairs. These lights must be installed when doing your stonework and cannot be retrofitted easily, so choose carefully!

## LIGHT COLOUR & STRENGTH

- When selecting a light fixture, focus on the light the fixture emits and not the fixture itself. The best-illuminated scenes have no

visible fixtures. Be aware of the light colour the fitting emits. A **kelvin** is a unit of measurement describing the hue of a light source. Natural moonlight has a slightly cool tone and a kelvin rating of 5,500. Firelight is at the other end of the spectrum with a warm yellow of 2,000 kelvins. Combining the cooler light of the moon with the warm glow of fire is always a winning combination.

- A **lumen** is a unit of measurement describing the light contained in a certain area. The higher the lumen output, the brighter the light. In the landscape, subtle lumen output (usually 400 and below) per fixture is best. Be aware of any street lights near your property as all luminosity will appear brighter when contrasted to a darker backdrop.

## LIGHT POLLUTION

- Light pollution is the result of outdoor lighting improperly shielded, allowing light to be directed into the night sky. Poorly planned lighting can also cause light trespass into unwanted areas, such as a neighbour's windows. In the past 100 years our sky has turned from a black star-lit one to a dull orangey glow, disrupting circadian rhythms and hormone balances of all living organisms. The International Dark Sky Association was created in 1988 to guard against sky-glow, and since then, many cities worldwide

have joined. Be universally responsible to the environment when developing your lighting strategy by following these rules:

- Keep up-lights to a minimum and never shine them straight up into the sky. Choose fixtures with cowls or purchase the optional cowl to direct the light. Choose down-lights instead wherever possible.
- Don't install bright or unnecessary lights. Amazingly, studies prove that security lighting has no effect on crime at all. Keep the lighting subtle and select a lower lumen output.
- Install a timer. Set your timer to reflect how you use your outdoor space. You can even choose separate weekday/weekend cycles.
- Choose LED. An LED system will cost more initially but the return on your investment is quickly felt as it uses 80 per cent less energy than a halogen or incandescent bulb.

Outdoor lighting is the final but often forgotten step in many landscaping schemes, yet is the fastest to complete and also has the biggest impact. Why leave your gorgeous outdoor space invisible after sunset? Don't you dare forget those fascinating, enchanting and captivating outdoor lights! **OH**

Melanie is a certified horticulturalist and landscape designer.



PHOTOS COURTESY OF KITCHLER LIGHTING



*A well thought-out lighting plan can provide drama and extend the use of your outdoor living space*



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# >> SOURCE IT

## DONNA BURROWS INTERIORS

As a young child, I loved colour and being creative and started sewing at eight years old. While raising my family, I graduated with honours from the Mohawk College Fashion Design course. From there, I proceeded to make custom wedding/bridesmaids/grad dresses and many Precision skating team outfits.



Ready for a change, I decided to branch out into home décor. I realized that clients want to work with one person to complete their room. The lessons I learned with regard to designing and colour study of clothing have helped me immensely with designing clients' homes with blinds and shutters, as well as custom drapery made by me in my home. As a

result of these skills, I was voted second place in The Hamilton Spectator's Reader's Choice Awards. I also work for several designers when needed.

From the first home consultation, I can help you with decorating your dream room with the latest options for window coverings from shutters, cellular shades, roller shades and the now popular dual concept roller shades. I always keep in mind your light control and needs, your colours and your budget. You can pick your own fabric or have me pick it for you. My goal is for you to be absolutely happy with the end result and love your new room.

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(Please see ad on page 49)

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A right mix of these ingredients will make for a smoothly running project and will result in a paint job which will look great for many years to come. The absence or weakness in one or more of the above ingredients will likely produce an opposite effect.

Finding the right contractor is the most important and perhaps the most difficult part of any remodeling project. "Who do I call?" is a question that will likely come up. This is a good question indeed! Phone books are full of painting companies but perhaps a better question to ask is: "What company has the necessary expertise, and can they be trusted to do a good job on my project?"



Another good question to ask your contractor is about the length of time they have been in business.

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# TEAMWORKS



STORY  
**MELISSA NORTH**  
PHOTOGRAPHY  
**KELLY HORKOFF**

This issue we celebrate teamwork! Here are the professionals you want to play on your team...

**SARIT ZALTER**  
**JORDAN ZALTER**  
*Sales Representatives,  
Judy Marsales Real Estate Ltd.*

**What's it like working with family?** It's a very natural relationship! Being mother and son, we work side-by-side seamlessly. We are able to pull it off because we really respect each other and listen to each other's opinions. There is 200 per cent trust between us.

**Why do you love working in real estate?** Every day is different! We meet people from all walks of life and we get to become part of their lives. And we make people's dreams come true – it's cliché but it's true.

**What has contributed to your success?** Dedication, hard work and truly caring about our clients.



**MARINA SOARE**, *Sales Manager*  
**MARIO BRUNO**, *General Manager*  
*Performance Lexus*

**Pictured with Matt Hayes**, *102.9 K-Lite Morning Show Host, spokesperson for Performance Lexus in Hamilton*

**How does teamwork figure in your business?** At Lexus, people are our most important resource and the foundation of our success. Together we create an environment of mutual trust, promote personal growth, and foster and reward teamwork and employee involvement.

**What features are your customers looking for this year?** The Lexus trademarks of comfort, quality and luxury

are always in demand, but also sought after this year is sleek design and intuitive technology.

**Why is fall a good time to buy a new car?** Fall is a good time to buy as traditionally new models are introduced and special model year incentives are being offered on the current line-up of inventory. So selection is always great and the value incentives exist for all inventory. *Continued on page 48*

**SANDY BRINK-ANDERSON  
JEFF ANDERSON**

*Partners, Comfortonz*

**What makes Comfortonz a team effort?** Our shop reflects us both, displaying our personalities. Sandy is the social shop keeper, keeping the business side on track, while Jeff stays in the background putting his creative mind to work designing and creating gorgeous furniture. Few people can be married, in business together and be best friends as well!

**How do you bring out the best in each other?** We're like yin and yang – one's strength is the other's weakness. Being aware of this, we give each other the freedom to expand on our individual strengths and learn from our weaknesses.

**What can't your customers get enough of this season?** Reclaimed wood harvest tables (like the one in the photo) built to suit clients' spaces, functionality and visual appeal. And, of course, found, repurposed treasures made into unique pieces.



**TRACEY DIBUSSOLO  
LISA VAN EVERY**

*Owners, Elm Ridge Lighting & Interiors*

**What do you love about working together?** First and foremost, we are best friends. We spend more time together than we do with our families! And we share the same goal – to make our customers happy with their lighting choices.

**What is your strength as a business?** We pride ourselves on the relationships we create with our customers. When people are happy with their lighting and the service they receive, they pass it on. This brings us a lot of “word of mouth” business. So, in the end, the best thing about our job and our work is our customers. Without them, we would be nothing.

**Another favourite aspect of your work?** A fun part is selecting the product, putting it together (well, sometimes), and displaying it. **OH**

*Marketplace*

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