

SEASON OF CHANGE

STORY **TIFFANY MAYER** | PHOTOGRAPHY **KELLY HORKOFF**

As much as fall is a season of easing back into routine, it's also a time for fresh starts and setting big plans in motion. Local pros share some of the big changes they've made recently.



DAVID & TRACY SMITH, OWNERS *Lincoln Design House, Beamsville*

What do you do at Lincoln Design House?

Our cosy showroom is currently 1,000 square feet. We've carefully selected flooring suppliers that display the same quality, value and integrity that our clients expect from us. Our knowledgeable design staff ensure every experience is a positive one. The partnership that we build with each client comes from listening and helping them create their design wish list.

The business has grown significantly in the last few years: What's been your secret to success? David and I love what we do. Love, support and a lot of faith have brought us to where we are today. Albert Schweitzer says it best, "Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful."

Tell us about some of the changes you have in store: We are excited about our new location and 17,000 sq. ft. showroom. Our new products and services include flooring, furniture, window fashions, custom drapery, custom bedding, custom kitchens and Cambria countertops. With these changes, we changed our name from Lincoln Flooring and Design to Lincoln Design House.



(BACK) CHARLES ARTINIAN, ROB ARTINIAN & ANDY ARTINIAN, (FRONT) WENDY JANZEN, & SUE LAZARUK *Dunn's Furniture Fashions, St. Catharines*

What's the specialty at Dunn's Furniture Fashions? We are able to create beautiful room settings that can be recreated in your own home. We give the consumer the complete package with respect to home furnishings and the art of décor.

What's been the secret to the business's longevity? Being able to provide very high quality and stylish home furnishings at very

reasonable prices plus excellent service has been our secret to success for 65 years.

Fall is often a time of change for many. What's in store for Dunn's? We are always trying to bring the latest looks in style and colours, so we will be providing our customers with the most fashionable looks from our great Canadian sources.

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JOEL GARIBAY, LES MCKEAN, STEPHANIE LIPINSKI, KRISTY CAYEN, JASON NEWHOUSE, JASON HOWES & (FRONT) LISA LITTLETON
Don's Light House, St. Catharines

What is Don's Light House? Don's Light House Ltd. is a family-owned lighting showroom in St. Catharines since 1973, showcasing quality lighting fixtures and lamps for the inside and outside of your home. Our showroom boasts the ability to see the latest lighting styles and access to professional staff with years of experience.

What's big in home lighting right now? Gold and two-tone finishes are hot this year. Urban country continues to be an ongoing style trend

along with clean-lined, transitional fixtures. A big trend in home lighting is extending your living space with outdoor chandeliers.

The store recently underwent some major changes. Tell us about those: A fresh new look on the exterior has made us easier to find on Lake Street and automatic doors were installed to make the showroom more accessible. Inside the showroom, more space has been created to allow for an open, relaxed shopping experience with lots of choices.



ANNE LENNARD-OTTO, OWNER, & SANDY TUCKER
KITCHEN DESIGN AND SALES PROFESSIONAL
Distinctive Designs & Cabinetry Inc., St. Catharines

What is Distinctive Designs? Distinctive Designs is a full-service cabinetry design centre serving Niagara and into the Greater Golden Horseshoe. We provide positive renovation experiences for kitchen, bathroom, custom closets and weather-proof exterior kitchens. We proudly carry Canadian products and offer several choices of cabinetry manufacturers, help you select builders and renovators and meet your budget.

What drew you to the kitchen design business? I was working for a company that decided not to continue in the residential cabinetry business and withdrew from kitchen renovations that were underway. Although I was out of a job, I was determined to honour the commitment I made to each homeowner. I was filling orders from the table in my kitchen. In the end, I provided great product, great service and an experience they would gladly repeat – many of whom have! I realized that this business had found me.

Fall is often a time of new beginnings and change. What's in store for you? We've revamped the showroom with two new additions. We're excited to bring our expertise outdoors with weather-proof exterior kitchens by NatureKast. We've paired this gorgeous cabinetry with countertops made for the Canadian climate. We also now offer modular cabinet products to go with our budget-friendly custom closet design services. **OH**

SEE OUR DIRECTORY FOR ALL CONTACT INFORMATION.