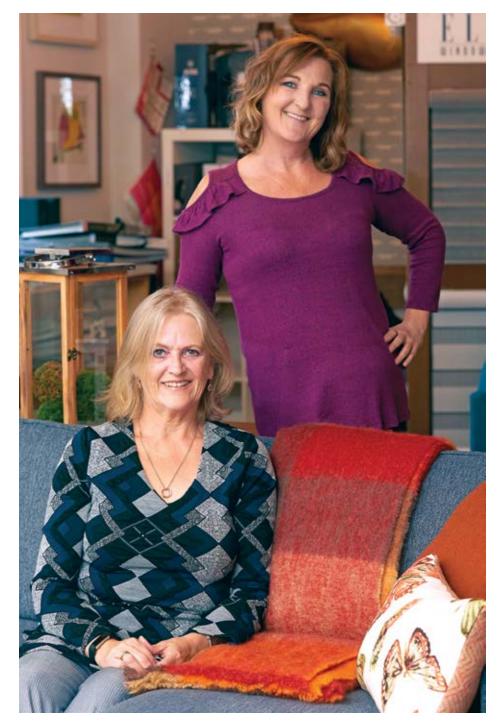
GET YOUR WINTER PROJECT ON WITH HELP FROM THESE LOCAL EXPERTS.

PHOTOGRAPHY NESO BESARA



ELLEN WILSON, OWNER & BEVERLEY CHABOT.

STORE MANAGER Cocoon Interiors, Fergus

What are your favourite new products in the store for winter? We are so excited for the winter season. We're expanding our showroom. We're bringing in new lines to better serve our clients and move forward with more Canadian manufacturers. Two of these new products are Durham Furniture and 3H. Durham Furniture has been manufacturing bedroom furniture since 1899, offering outstanding quality with a wide range of styles and finishes. 3H is a Canadian manufacturer of office furniture for commercial and residential use, and a member of the Healthier Hospitals program. We are looking forward to working with these wonderful Canadian companies.

Describe a recent design project you **are proud of:** The most rewarding aspects of helping clients with their redesign projects is watching their reaction when the final product is revealed. We recently worked with a client to transform their master bedroom. We recommended new bedding, again, Canadian-made. We helped to choose accessories, including new Irish linen drapery and reupholstered chairs. The finished product is serenely elegant - just what the client asked for!

ALBERT GRIN, **PRESIDENT** & JESSE GRIN, VICE PRESIDENT Rockhaven Homes, Georgetown



What is new at Rockhaven Homes? The

biggest change is that Jesse Grin has ownership in the company. This represents the progressive improvement in Rockhaven's business model, while still upholding the same mission statement their reputation is built on, namely "Custom, Creative, Caring." Being younger, Jesse has grown up with the new communication and building technology available and is more familiar and effective with the improved

systems. This allows for better communication on a daily basis - not just between client and builder, but also between site managers and suppliers/trades. Also, new building techniques and better materials allow for better-built homes. Secondly, Jesse lives in Orangeville, allowing for close proximity to work sites in Orangeville, Caledon and Wellington County. It's still all about the people, our clients and our team.

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60 | ourhomes HOLIDAY/WINTER 2018/19 ourhomes HOLIDAY/WINTER 2018/19 | 61 ALBERT BAX, PRESIDENT KRISTIN BAX, VICE PRESIDENT & CASSY REID, DESIGNER Montgomery Homes / Stylin' Homes, Shelburne



Tell us about your company and the homes you build: We are a custom home builder and believe that it is important to meet with clients to discuss their wants and needs and help design and build the home that suits them best.

What are the most important features of a Montgomery Home?

At Montgomery Homes we pride ourselves on quality and customer service. In fact, we were nominated for a Tarion award this year for outstanding customer service for 15-plus years. It is also important to us that your home tells a story – a home where you can create memories for years to come, and one that will grow with your family. Customer satisfaction is our priority.

What other services do you offer to your clients? We are a fullservice, design/build company that also specializes in renovations, both residential and commercial. We also have an affiliate company, Stylin' Homes that offers design, décor and staging services. With an on-staff decorator and designer, we help to create homes that are functional and aesthetically pleasing. We worry about the details, so you don't have to!

MICHAEL CHRISTIE, SALES *REPRESENTATIVE* MAGGIE HORNE, BROKER & SCOTT ROBINSON, BROKER Capstone Real Estate Professionals, Royal LePage Royal City Realty, Guelph

Describe the service that your team offers local buyers and **sellers:** Capstone Real Estate Professionals offer clients caring commitment whether buying or selling. Our combined experience and knowledge of the local market ensures accurate property assessment. We believe that a practical and proven approach focused on a complete look at your life and goals, will ensure a marketing plan that is targeted to your specific real estate needs for a successful sale or purchase. We are members of the Chairman's Club, in the national top one per cent of Royal LePage agents, and ranked number one in the Guelph area.

What's the most important piece of advice you'd give to sellers **in this competitive market?** To get top dollar and sell quickly you must present your house at its best. Experienced Capstone Realtors will guide you through the renovations and repairs necessary to achieve the highest rate of return. People don't buy houses, they buy homes! Making it easy for potential buyers to picture themselves living in your home is critical. Our team will help you sell in this competitive market.

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ANGELA BERRIMAN, SALES REPRESENTATIVE RE/Max Real Estate Centre Inc., Fergus

What sets you apart from other realtors in the area? For me it is all about the clients. Getting to know them, their needs and desires, then helping them find the home of their dreams or sell their current home, to take the next step in life's journey. My slogan is "Working for you!" and that is exactly what I do, whether it's viewing 50 homes to find the right one or getting "down and dirty" assisting with cleaning, painting, staging or decluttering.

What's the most important advice that you give clients when they are first-time homebuyers? Do your homework! Investigate home prices in your desired area. I can help by setting clients up in our Portal/Auto-email system. View many homes to understand the "value for dollars," know what your needs are and what style of home suits your family best. Arrange financing in advance so you know your budget. There is nothing more disappointing than discovering after making an offer, that the house is out of your price range.

KEVIN HEYWOOD OWNERS

MARIE PAXTON &

Canopy Farms Landscaping Fergus

Marie, what makes your landscape company unique? We are a small business with equal experience in construction, horticultural landscaping and plant knowledge. I am very passionate about the outdoors. Much of my inspiration for garden design comes from hiking and spending time outdoors. As a horticulturist and trained landscape designer, I prefer natural design projects. This includes ponds, pondless waterfalls, conservation plantings, foundation plantings and natural stonework.

Kevin, what expertise do you bring to the company? I'm a licensed carpenter with a background in renovations, framing and landscape construction. These combined skills allow our customers to deal with one contractor for all their indoor and outdoor projects. We can take on big and small renovations, build your home, garage or shed. We also work on smaller projects such as gazebos, decks and fences – as well as interlocking brick and concrete projects.

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BILL VAN VEEN, PARTNER Century Wood Products Inc., Marsville

What's the history of Century Wood **Products Inc.?** The company has been operating since 1997 when Jim Stienstra seized an opportunity to source and process reclaimed timber for export to The Netherlands. Jim partnered with Pete Van Veen in hopes of finding success by providing this unique product for a more local market. Work began in a small building near Fergus outfitted with a small wood mizer saw. Local marketing began shortly after with the addition of a full-time sales person, Bill Van Veen.

How is the reclaimed barn board used now in the local residential market?

Although there is some use in century home restoration, the wood is more often used now in new custom home builds. It's a natural product and times are changing where people are interested in durable, natural products instead of manufactured finishes. It also adds a patina that is hard to duplicate in a man-made product.

Apart from flooring, what other uses are there for your product? We've recently seen the wood used for feature walls, cabinetry and staircases.

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Guelph's Premier Furniture Store







259 Woodlawn Rd., West, Guelph www.originalhomefurniture.com

SUZANNE & ALLAN THOMPSON, OWNERS Hearth & Leisure, Clifford and Mono

What products are new in store for the winter season? We have a selection of stoves in our showroom from each of our main suppliers: Enviro, Pacific Energy and Jøtul. Customers are able to come in and see these units and talk to a salesperson to help them make a decision regarding size and colour.

What's your specialty and what areas do you service? Wood stove installations are our specialty and have been since we opened in 1976. Our installers are all WETT certified so that insurance companies can accept the installation as being certified. We carry chimneys for all types of installs whether it be wood, pellet or gas. We service the area between Caledon and Owen Sound.

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ROYAL CITY REALTY ROYAL LEPAGE



an experienced professional to guide you through the process. I have had the pleasure of helping many people in the Wellington area over the last 10 years. When you work with me, you can count on personal, attentive, patient service, excellent knowledge of the area, great negotiation skills and expert selling strategies. I call this area home with my family and I would love to help you do the same.

DONNA DOOUSS

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Royal LePage Royal City Realty, Brokerage (Independently



7580 1st Line W. Garafraxa, Arthur ON 519.848.2444



KEITH LEWIS, **OWNER** Lewis Upholstery, Guelph

What type of projects do you work on?

On a regular basis we work on furniture that has been damaged by movers or pets. Small repairs can be completely recovered or restored in just one day. Sofas and chairs generally take a week to 10 days once new fabric has been selected. We have a wide array of fabric on site to choose from.

Do you guarantee your work? We provide a five-year written guarantee on all work. Our location is a non-smoking, wheelchair accessible environment and we offer a discount for seniors.

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people



LARRY KURTZ, OWNER & KEVIN DESAULNIERS, SHOP MANAGER Kurtz Millworks, Orangeville

Describe a recent project where you've used exterior custom millwork: We recently completed installation of Victorian gingerbread trim on a reproduction Ontario farmhouse near Shelburne. There is fretwork in the gables, brackets on the porch and a nice wood screen door. This helps provide the finishing touches on a beautiful home and property.

What do you do inside homes? Inside the home, we make custom wood baseboard, casing and crown moulding - along with doors, fireplace mantels, cabinets and railings. **OH**



