

What Goes Around, Can Come Around

Reclaimed materials and deconstruction benefit us all

Isn't it ironic that on one hand we want the latest technology and gadgets, but on the other hand, all things vintage, salvaged and antique are on the rise? In fact, the use of reclaimed materials, such as woods, tiles, stones and fixtures, is one of the biggest design trends in residential construction.

"About half of the projects I'm working on include reclaimed materials," said Steve Kirstein, principal with BOWA Builders. "When trying to achieve a specific look, many of my clients are finding that modern reproductions pale in comparison to authentic aged and weathered materials."

The 2006 American Institute of Architects Home Design Trends Survey supports this fact, as 53 percent of residential architects indicated their projects include reclaimed or salvaged materials. BOWA believes the appeal is twofold: Salvaged materials not only add to the unique charm of a space, but they are also environmentally friendly. By choosing to use salvaged products, one brings history and character to the project, while keeping usable materials out of landfills.

Lumber

Architects, interior designers and homeowners are discovering the beauty, environmental benefits and increased availability of reclaimed wood for flooring, millwork, cabinetry, stairs, furniture and more. Recovered from locations around the world then reconditioned or re-milled, reclaimed wood brings a sense of authenticity and charm to any setting or renovation project. Turn-of-the-century barns, warehouses and buildings; old railcars; wine barrels, brewery vats and distillery casks; and even "sinker" logs that sank in America's waterways many decades ago as they were being floated to sawmills, are all potential sources. While the list goes on and on, each source creates a unique story, which is told in the scars, stains, nail holes and other character marks of reclaimed lumber.

Originally lumbered from old-growth trees, reclaimed wood is decidedly stronger and denser than new lumber. As opposed to today's tree farms designed for fast growth, the thick forests of days gone by caused trees to compete with each other and grow more slowly. This produced tighter growth rings, resulting in lumber with more stability and marked beauty than trees today.

Furthermore, as some species are no longer available or are grown only in protected forests, salvage is the only way to get such cherished woods as elm, chestnut and longleaf heart pine. Even with some species that are still available, such as hemlock, walnut and hickory-pecan, salvage is often preferred, as it is often more economical and available in larger sizes and more attractive pieces. However, one needs to be cautious when purchasing recovered wood,



To help create the Rocky Mountain theme the client desired, reclaimed oak was handcarved for the bar and used for a rough-hewn beam and board ceiling treatment.

as there is little to no standardization from supplier to supplier in terms of characteristics, age and quality.

Brick and Cobblestone

Antique bricks and cobblestones lend a distinctive charm to driveways, walkways, floors, walls and other stone masonry projects in and around the home. They are perfect for creating an old-world feel in new construction, adding authenticity to historic restoration projects and for custom matching on renovations. Many claim the beauty and character of antique brick and stone cannot be matched.



Antique brick and cobblestones recovered from old Georgetown helped to ensure that the new driveway and carriage house blend seamlessly with the existing home.

"I'm just now finishing up a garage and carriage house project, where the client chose to use antique bricks and old Georgetown cobblestone on the driveway and exterior," said Kirstein. "The result is beautiful and blends with the existing home perfectly."

Tiles

Ranging from elaborately patterned murals to monochromatic terracottas, antique tiles can be used in numerous ways. Backsplashes, fireplaces, floors, wine cellars and swimming pools are

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Serving Clients' Diverse Needs

Commentary contributed by
GEORGE HODGES-FULTON, VICE PRESIDENT

I wanted to take a moment to tell you a bit about the work our Home Projects Team has been doing.

This dedicated team was formed four years ago to help BOWA's existing clientele with smaller projects around their homes. Since then, as it became readily apparent that others were seeking high-quality work on these types of projects, the team has grown to also serve clients who are new to BOWA. While the shorter duration of our jobs requires our process to be slightly different from our large-projects counterparts, our mission is the same: To provide our clients with



This basement renovation, completed by our Home Projects Team, featured a magnificent guest suite, a home office/study area and this lovely kitchenette.

an unequalled level of value, expertise, quality and service.

To date, the Home Projects Team has successfully completed more than 60 projects, ranging from kitchen and bath remodels and basement renovations to small additions and new decks. Already accounting for roughly ten percent of BOWA's work, we look forward to continuing to develop this division to further fill this void in the local remodeling market.

"The quality of workmanship is apparent everywhere and the professionalism of your personnel was outstanding," said one BOWA client after a recent basement renovation. "We will certainly use your firm again on future projects and would be happy to serve as a reference to potential clients."

As the division's manager, I am like a proud father when we receive comments like this from clients once they have experienced their new spaces. And, I assure you, that every member of my team shares in our clients' enthusiasm about a job well done. 🏡

Reclaimed Materials *(continued from page 1)*

just a few of the ways these beautiful pieces of art can be used – or rather, displayed. While they are lovely in their own right, many say that to appreciate antique tiles fully, you must understand their history. Were they originally installed in the home of a 17th century Italian aristocrat, an 18th century Dutch farmer or a 19th century French poet? For many, the story often adds to the appeal.

Doors and Passageways

When it comes to salvaged doors, there is an endless range of sizes, styles and origins available that can be used as interior or exterior doors and details. An oversized mahogany single-paneled door originally from a politician's compound might now greet your guests; oak divided light doors from a country estate might lead to your home office; or a gorgeous set of chestnut French doors with wavy glass originally from a European church might welcome family to the formal dining room. Other salvaged architectural elements, such as plaster arches and decorative iron gates, can also be beautiful additions to your home and garden.



Reclaimed brick and cobblestone and a repurposed iron gate add to the charm of the project while demonstrating the benefits of deconstruction.

Deconstruction – The Other Side of the Coin

So, you have decided to use reclaimed materials in your next residential project because of their beauty and benefit to the environment, but that is only half of it. Have you thought about where the waste from your pre-construction demolition goes? If you opt to deconstruct instead of demolish, the volume of waste headed for a landfill can be minimized.

In fact, by carefully removing plumbing fixtures, doors, windows, molding, cabinets and other reusable items, up to 85% of the building's major components can be recycled or salvaged and donated to organizations like Habitat for Humanity's ReStore or Second Chance, Inc. This may also result in significantly lower construction and demolition (C&D) disposal costs and tax breaks for the homeowner. In addition, as government estimates indicate that C&D debris occupies 15-to-40 percent of landfill space, reuse and deconstruction clearly make sense.

The use of reclaimed materials and deconstruction are two trends that BOWA hopes will stay around for some time. With benefits like conserving natural resources, reducing solid waste and homeowner tax benefits, we all benefit from these efforts. 🏡

Time to Begin Thinking about Summer Again

With summer upon us, it is time to follow our seasonal maintenance checklist to help protect your home and family.

Interior

- Check smoke detector batteries.
- Check security system batteries.
- Check carbon monoxide detector batteries.

Exterior

- Clean debris from gutters and downspouts.
- Ensure positive drainage away from house.
- Caulk and re-touch exterior paint.
- Power wash outdoor deck or patio surface.

HVAC

- Clean and/or replace filters.
- Turn humidifiers off (turn water off at valve and adjust humidistat to "off").
- Clean and check condensate pipes and/or pumps.
- Get a full system check by a specialist.
- Adjust dampers to correct position for cooling season.



Awards & RECOGNITION

COMPANY/EMPLOYEE HONORS

National Remodeler of the Year

Recognized for business practices and achievement
Professional Remodeler Magazine



PROs Awards

We're proud to announce that each of BOWA's 2006 nominees won:
Best Customer Service Manager
Best Customer Service Representative
Best Project/Production Manager
Best Superintendent
NVBIA/MNCBIA



WHOLE-HOUSE RENOVATION

Washington, DC

Winner

2006 Monument Award
Customized Residential Remodeling, Over \$750,000
NVBIA/MNCBIA



Grand Award Winner

2007 Regional Contractor of the Year
Entire House Remodeling
Over \$1,000,000
NARI



Merit Award Winner

2006 Local Contractor of the Year
Entire House Remodeling
Over \$1,000,000
NARI

SITTING ROOM RENOVATION

Potomac, MD

Winner

2006 Monument Award
Customized Residential Remodeling, Under \$500,000
NVBIA/MNCBIA



Grand Award Winner

2007 National Contractor of the Year
2007 Regional Contractor of the Year
Home Theater & Media Rooms,
\$150,000 and Over
NARI



BOWA Referral Program

Referrals Payoff for a BOWA Client

As part of an ongoing "thank you" program, one client wins a luxury getaway

BOWA Builders would like to thank all who participated in our Exclusive ResortsSM Getaway Contest held earlier this year. Anyone who made a referral to BOWA, received an entry in a drawing for a vacation at any of Exclusive Resorts' 300 luxury destinations around the world.

We're pleased to announce that Bonnie and David Greenwald of Potomac, MD, were the lucky winners of our five-day, four-night vacation prize package. The Greenwalds, who made five referrals during the contest, have scheduled their getaway, and are taking another BOWA client and some other friends along.

"With a BOWA renovation project underway, the team is about to replace our staircase and stain the new wood floors," said Bonnie Greenwald. "We are very excited to be vacating our house during this inconvenient stage of our renovation."

This special contest was part of BOWA's ongoing initiative designed to express appreciation for those who refer friends and family to the company. Another highlight of the rewards program includes a weekend stay at The Inn at Little Washington for anyone who makes two referrals that ultimately become renovation or custom home projects

"With more than 90% of our business resulting from referrals, we are truly grateful for those who are willing to share their BOWA experience," said Josh Baker, president of BOWA. "In exchange for these kind words, I say 'thank you' and give my promise that each and every referral will experience the same commitment to client satisfaction and quality craftsmanship you have come to expect from BOWA."



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