



First impressions drive repeat business

'No-call' woes
'04 outlook solid and sustainable
Hiring a sales pro

2003 TOP 500 TOP PERFORMERS

Whole House	BOWA Builders Inc., McLean, VA	\$19.0 million
Kitchens	Kitchen Magic Inc., Bloomington, NJ	\$13.5 million
Baths	Bath Saver Inc., Lewisberry, PA	\$16.7 million
Windows/Doors	Castle, The Window People, Mechanicsburg, PA	\$29.2 million
Decks/Porches	Archadeck of Charlotte, Charlotte, NC	\$4.6 million
Roofing	Stone Roofing, Monroe, WA	\$7.8 million
Sunrooms	Custom Patio Rooms Inc., Pittsburgh, PA	\$15.2 million
Insurance Restoration	Belfor, Denver, CO	\$315 million
Light Commercial	Gold Coast Enterprises, Alameda, CA	\$3.1 million
Other Specialty	Mid-Atlantic Waterproofing, Laurel, MD	\$16.2 million
Design/Build	Gardner/Fox Associates, Bryn Mawr, PA	\$21.1 million
Full-Service	Thomas Construction Inc., Earth City, MO	\$25.8 million

Top 500

Award winners

Top companies honored at Baltimore event



ALMOST 300 REMODELERS turned out to join the QR staff and Top 500 sponsors Masonite and MarketSharp and Master Design Awards sponsor Jeld-Wen in honoring the top remodeling companies in the country Oct. 22 in Baltimore.

Six companies received Top 500 Top Performer Awards at the event: No. 1 on Nationals List - Disaster Kleenup International, Chicago; Whole House - BOWA Builders, McLean, VA; Bathrooms - Bath Saver, Inc., Lewisberry, PA; Windows & Doors - Castle, The Window People, Mechanicsburg; Sunrooms - Custom Patio Rooms, Pittsburgh, PA; and Other Specialty - Mid-Atlantic Waterproofing, Laurel, MD.

Seventeen Master Design Award winners also received awards in Baltimore. Scott H. Wilson Architect, Brentwood, TN, won an unprecedented seven awards: Best of Show above \$150,000; Best of Show below \$150,000; First Place, Whole House above \$500,000; First Place, Whole House below \$200,000; First Place, Conservatory/Sunroom; Second Place, Detached Structures; and Third Place, Conservatory/Sunroom.

Sixteen other companies also took home awards: Doug Walter Architects, Denver - First Place, Additions above \$100,000; First Place, Bathrooms above \$50,000; and Second Place, Whole House above \$500,000; CG&S Design-Build, Austin, TX - First Place, Kitchens above \$75,000 and Third

Place, Additions above \$100,000; McGuire, Hearn & Toms Inc., Manakin-Sabot, VA - First Place, Bathrooms below \$30,000 and Second Place, Residential Specialty; Architectural Resource, Ann Arbor, MI - First Place, Residential Specialty; Bartelt Filo Design Build, Menomonee Falls, WI - First Place, Finished Basements; Kohler Homes, Burke, VA - First Place, Detached Structures; Heigris Property Restoration, Memphis, TN - First Place, Insurance Restoration; S.D. Lohr Inc., Waldorf, MD - First Place, Exterior Facelift; Space Craft Architecture & Construction, Columbus, OH - Second Place, Whole House \$200,000 to \$500,000; Sun Design Remodeling Specialists, Burke, VA - Second Place, Additions above \$100,000; The Sullivan Co., Newton, MA - Second Place, Kitchens above \$75,000 and Honorable Mention, Additions above \$100,000; Design Construction Concepts, Northbrook, IL - Second Place, Kitchens \$40,000 to \$75,000; Kaiser Building Co., Cranbury, NJ - Second Place, Bathrooms above \$50,000; A.R.T. Design Build, Bethesda, MD - Third Place, Kitchens \$40,000 to \$75,000; DesignLine Remodelers, Richmond, VA - Honorable Mention, Whole House below \$200,000; and Harold Forest Dietrich Architects, Deerfield, IL - Honorable Mention, Exterior Facelift. All of the award-winning projects are posted on the QR Web site at www.QualifiedRemodeler.com.

For information on entering the 2004 Top 500 see p. 34, and see p. 18 for this year's Master Design Award entry forms. ■



(Clockwise from top left) Stewart Davis (left) and Billy Gurnea (right) accept CG&S Design-Build's two Master Design Awards from Jedd Wilson, Scott Browne, Scott Wilson, Scott H. Wilson Architect, receives some of his company's record seven Master Design Awards; Rick Burt, author of *The Big Book of Life and the Solar Classics*, entertains the audience during his featured speech at this year's event at Oriole Park at Camden Yards.