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Your ONE-STOP Home Interiors Solution

Musings for the Month

Feeling Better...Really

I'm back to work pretty much full-time now, or at least as much as my wonderful husband will let me. I'm often very tired at the end of the day, but feeling much better than I did at the start of the year.

Thank you to all the clients who extended well wishes and prayers for me, or called to see how I was. Your prayers and concerns are very much appreciated. We are all blessed to have such wonderful and caring clients.

I also thank my wonderful team. I heard from many of you how they helped in my absence. I appreciate my team immensely.

New Showroom Manager

Our continued growth leads to more new faces at Interior Expressions.

Our new Showroom Manager, Kelsey Littlefield, may have started by the time you receive this newsletter. Kelsey will bring her energy and enthusiasm to provide you with exceptional service.

Our current Showroom Manager, Becky Zimmerman, will be shifting to full-time design work. In her "past life", Becky ran a successful interior design business, and has won national awards for window treatments.

Becky may be assisting me, from time-to-time, to help with my clients and get caught up with those that have been waiting patiently.

New Homes Projects (see sidebars to left)

The last weekend in March I was in Dallas to help long-time clients Sue & Chuck Fish with furnishings and other details for their new home. The home is coming along nicely and they should be moving in this summer.

From Dallas, I flew on to St. Louis, spent a day with my sister, and then headed 75 miles West to Sullivan, Missouri to help long-time clients, Cheri & Mike Peck with their new custom home. "7th home we've built", says Cheri. "Last one", says Mike.

Until Next Month,

Betty Jones



Sue Fish and Betty working on finishes and furnishings for their new home in the Dallas, Texas area.

My husband and I enjoyed a wonderful evening with Sue & Chuck in Dallas in late March, even though AZ lost in the NCAA basketball tourney that night.



Betty working with Cheri Peck and the contractors at the Peck's new home being built in Sullivan, Missouri.

Thank You For Your Referrals

Frank Lipkin referred David Gould

Shirley & Chuck Kaltenbach referred Ruth & Paul Debrune

Your referrals are the greatest compliment we receive, and our business could not survive without them.

Sun City Pacifica Makeover

Pacifica was one of the most popular models as Sun City in Rancho Vistoso was built by Del Webb in the late 1980's and 1990's.

But for today's active adult lifestyles it just doesn't work very well...

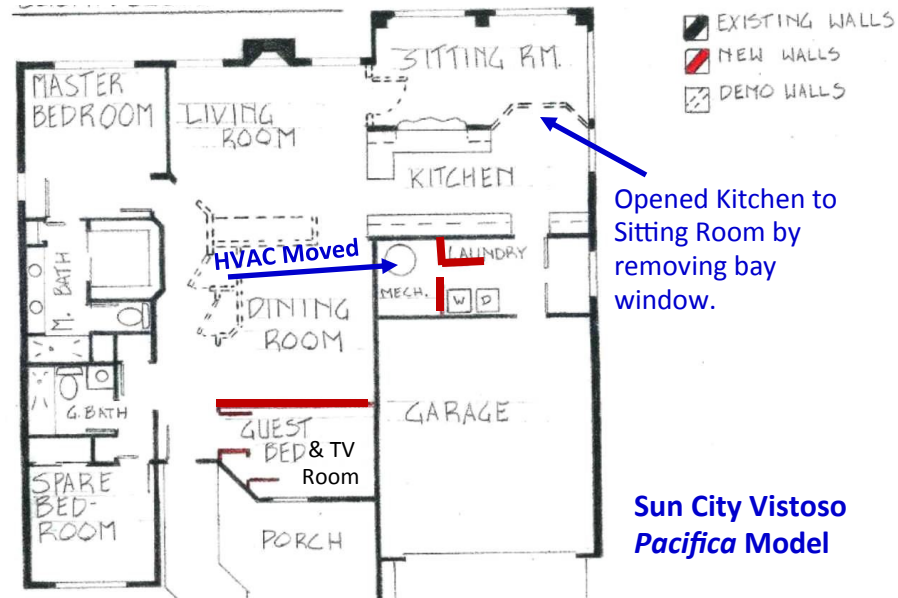
At least that's what Fran and Bruce Bull, from Upstate New York, quickly figured out after they bought their winter getaway in Oro Valley.

Quirkiness

The drawing to the right shows the internal wall changes: - - - are walls removed; — walls added

Some of the quirkiness of the Pacifica model include:

- There is the HVAC air handling unit, a closet and a TV wall located smack-dab in the middle of the house. The Bull's home was extremely noisy; maybe efficient for duct work, but a very awkward and closed floor plan.
- The Sitting Room (or Arizona Room as some call them) was not accessible from the kitchen without going through the Living Room.



Updated the Fireplace by replacing the firebrick with a more Southwest authentic stacked stone and raised marble hearth.



Living Room - AFTER: New Furniture, Updated Fireplace, Flooring, Scones, Fan, Window Coverings, Fresh Paint Job

SCOPE OF MAKEOVER

Besides moving walls to create a more open floor plan, we helped the Bull's makeover their Oro Valley home in the following ways:

- ◆ **New Flooring** throughout: rustic wood look porcelain tile (very hot these days). This particular tile has a great texture to it, to prevent slipping.
- ◆ **Kitchen Cabinets:** Refaced with Shaker style flat panel doors and drawers to compliment the wood look plank flooring
- ◆ New **Kitchen Appliances** throughout
- ◆ **New Fireplace Wall:** replace the dated brick fireplace
- ◆ **Replace Kitchen Ceiling Lighting:** from dated fluorescents to recessed can lighting between trusses
- ◆ **Stacked Slate Backsplash** to tie the kitchen with the living room fireplace look and feel.
- ◆ **All New Interior Doors & Baseboard**
Knotty Alder Doors with a custom stain replaced all interior hollow-core doors.



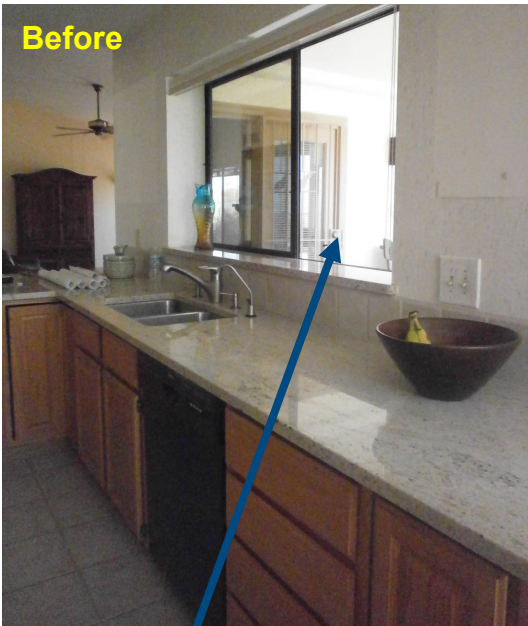
Before

Notice Change in Ceiling from dated light box to modern looking ceiling



After

Before



Removed window to sitting area to create pass-through, topped with a mesquite countertop, to make this area more homeowner-friendly.

Replaced the Bay Window with an open doorway to make the sitting area easily accessible from kitchen.

Fran and Bruce enjoy their morning coffee while taking in their spectacular views.

Our Fears Were Calmed

"We restore homes in NY ourselves, and our fear was turning this project over to someone else to oversee. Betty did a wonderful job overseeing all the work and kept us informed every step of the way."

We were able to move into a wonderful home knowing everything was done right."

Fran & Bruce Bull, Oro Valley



After

Replaced Bay Window with Open Doorway to Sitting Area



11015 N. Oracle Rd. Suite 121
Oro Valley, AZ 85737



VERSUS



Do You Know The Difference?

(Hint...They are NOT the same)

At the recent Kitchen and Bath Industry Show (KBIS) in Las Vegas, we noticed a very interesting *twist* being used by those importing products from typically the far east (China, Vietnam, Malaysia etc.).

Several companies we talked to are trying to skirt both the *intent* and the *letter* of the law by labeling their products as ***Built in the U.S.A.***

The **Made in USA** mark is a country of origin label indicating the product is "all or virtually all" **made** in the U.S. The label is regulated by the Federal Trade Commission (FTC).

We noticed this more with cabinet lines, but there are other products using this **deception**. They are importing nearly all the components from the far east. They import the box components already pre-made to standard sizes, along with prefinished doors and drawer fronts. The cabinet boxes, drawer & door fronts are shipped unassembled on pallets.

The boxes and drawers are then assembled here and the doors and drawer fronts attached. Nearly ALL of the material cost and Most of the labor cost is being done overseas. How many U.S. jobs does this eliminate?

Since they legally cannot call their products “**Made in the U.S.A.**” they are trying to fool the public and builders/contractors by calling their products “**Built in the U.S.A.**”. BUYER BEWARE!

Interior Expressions has always **proudly featured Made in the U.S.A.** products wherever possible. Our factory built cabinet line, ***Fieldstone Cabinetry***, is crafted by hard-working Midwesterners in Sioux Falls, South Dakota, using North American harvested, forest-friendly, woods. Make an appointment to check them out in our showroom.

We welcome your comments and opinion on this “Made in the U.S.A.” topic.

Is it important to you? Should we continue to feature Made in the U.S.A. products?