

# Remodeling

A man with glasses, wearing a blue dress shirt and a striped tie, is looking at a laptop screen. He is smiling slightly. The background is a blurred office or meeting room setting.

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## Sell It Like It Is

Connecting with customers during the sales process can be tough. For John Habermeier, understanding a client's pain and having a consistent sales process are key—page 60

### Fair Future

Planning to work forever? If not, do you have a succession plan for your company?—page 70

### K+B Special

Design tips, the latest kitchen and bath trends, and more—page S83

# Kitchen Details

Functional and beautiful kitchen details

## Work Alcoves

**Now You're Cooking** This remodel of an outdated kitchen was driven by an amateur chef who wanted to indulge his love of cooking with family and friends. The homeowner requested a Wolf range and a large island prep area. Cathy Gaspar and Nicole Truesdell of Gaspar's Construction, in Seattle, collaborated on the design.

"Architecturally, [the alcove] is on axis with the living room, so it is the focal point when you look into the kitchen," Truesdell says. "This alcove is a functional space with supplies for cooking needs, but it is also beautiful and a place that your eye goes to when you look at the kitchen."

The designers turned to a custom cabinet company to craft the maple cabinets and the arched rangehood cover. "Each hood comes with a recommended height and we also have our own standard, so we used a combination," Gaspar says. "You need to have good coordination between the hood and cabinet companies; we had the hood sent to the cabinetmaker. It's important to pre-order and be on top of your game to have it all come together as you want it to."



Laurie Black

Designer Nicole Truesdell says this cooking niche is a real workhorse, with everything in reach. Pots and pans are stored in the island across from the niche, there is preparation space on both sides of the range, and on either side of the stove are pull-outs to hold spices and oils. The corbels under the arched rangehood are made of solid pieces of travertine that match the backsplash.



Greg Hursley

**Freshly Framed** The owners of this 1980s house in Austin, Texas, had spent time in England and wanted to incorporate the formal English furniture style into their kitchen remodel. Stewart Davis, design director with CG&S Design-Build, in Austin, studied the English look and specified off-white cabinetry with traditional elements such as plate racks and open shelving. "It was not a literal translation but a 21st-century version," Davis says.

To give visual weight to the frame around the cooking niche, Davis designed a 3-inch thick mantel. "That thickness makes all the difference," he says. "It looks structural." He also had to conceal the vent hood behind the mantel. "It had to be invisible yet functional and low enough for the homeowners to reach the controls," he says. There is 24 inches of counterspace for preparation on either side of the 36-inch cooktop.

This cooking center has a 36-inch cooktop flanked by shelves and plate racks. Designer Stewart Davis places wood units like this 8 to 10 inches above the countertop to protect the wood from the heat of the cooktop.

A ledge along the back of the niche provides additional storage for oils and spices.

Davis also incorporated the owners' antique tiles in the backsplash and used crown molding above the niche to create a shelf to display their English pottery collection.

The client also wanted plate racks inside the niche, so Davis measured the plates and found that "there was enough height, but once the plates were placed in the slots, they fell backward. We only had a 6-inch depth to work with, so we reworked the rack and added cleats to hold the plates in place," he says.