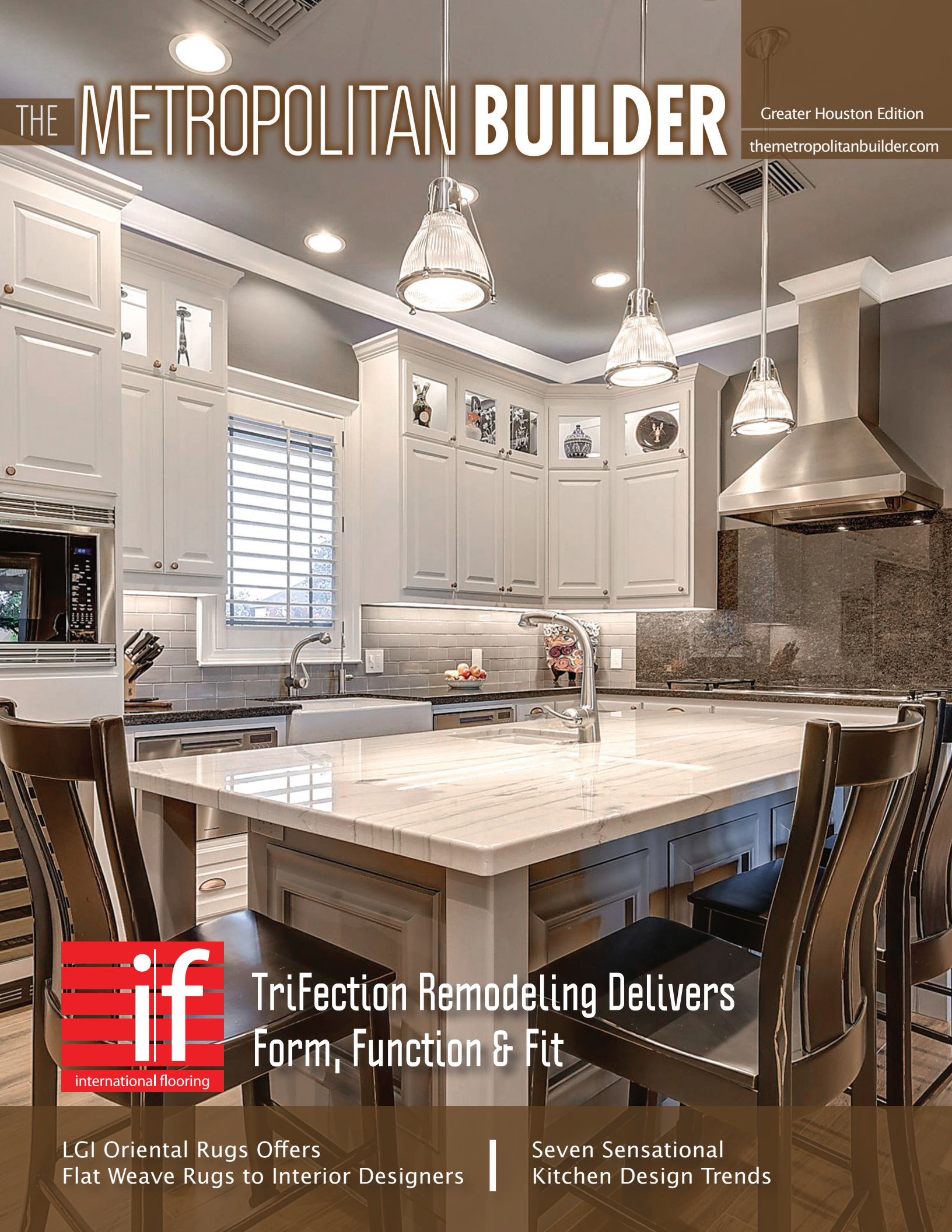


# THE METROPOLITAN BUILDER

Greater Houston Edition  
themetropolitanbuilder.com



## TriFaction Remodeling Delivers Form, Function & Fit

LGI Oriental Rugs Offers  
Flat Weave Rugs to Interior Designers

Seven Sensational  
Kitchen Design Trends

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# THE METROPOLITAN BUILDER

An Industry Trade Publication | *October 2020*



*Feature Story*

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For Local Information Contact:  
themetropolitanbuilder@yahoo.com  
832-317-4505  
www.themetropolitanbuilder.com

5161 San Felipe St. #320  
Houston, Texas 77056  
832-317-4505

Owner/Publisher  
Giselle Bernard

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Kathy Bowen Stolz

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## PUBLISHER'S NOTE

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*Publisher/Owner*

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## TriFection Remodeling Delivers Form, Function & Fit

Form. Function. Fit.

That simple phrase captures TriFection Remodeling & Construction's goal of perfection in three primary areas for every home remodeling project the company designs and builds.

Co-owners Jeff Roberts and Jeff Reina have assembled a top-notch team of professionals who deliver highly customized projects that look great, feature smart design, and fit each client's budget and lifestyle. TriFection describes its turnkey capabilities as "From Design To Done."

Some clients ask about the origin of the company's name. "Once they see our planning process and the transformational improvements to their home, the concept behind the name makes total sense," Reina said.

Both Jeffs likened their team's work to solving a puzzle. Reina further commented, "Our brand reflects how we begin each project by listening to the homeowner's vision

and then provide our expertise to ensure the pieces of visual appeal, functionality and affordability fit together perfectly. Sometimes that can be a challenging puzzle, but figuring out the best solution is incredibly rewarding, and that's why clients hire us."

The Roberts-Reina business partnership dates back to 2011. However, the origins of the friendship can be found at Texas A&M University nearly 30 years ago. Given their unique backgrounds, no one could have ever predicted these two native Houstonians would wind up as business partners in the residential construction industry.

Jeff Roberts financed his biomedical science degree by working as a neighborhood canvasser for a remodeling company. He ultimately decided to forego his plan of becoming a physician. Instead, he pursued his ambitions as a business owner. Prepared with carpentry knowledge his grandfather imparted, Roberts purchased the company for which he worked as a canvasser from the retiring owner in 1998. He also changed the company's focus to custom kitchen & bath remodeling as well as custom cabinetry.



“I’m glad I did what I did, even though I’m not directly using [my degree in biomedical science]. I got a lot of experience in problem solving in my diagnostic classes. Our business is all about problem solving. There are always unexpected things when you open a wall,” Roberts noted.

Jeff Reina, on the other hand, graduated with an economics degree from A&M prior to earning his MBA from New York University. He worked in the financial services industry for 17 years, including as a director of energy investment banking for Bank of America Merrill Lynch. As Reina and his wife started their family, he sought a better work-life balance. Although he knew little about construction at the time, he believed his business and finance experience could help Roberts grow his company. So, after months of due diligence and planning, they formed a partnership and rebranded as TriFaction Remodeling & Construction.

While these two individuals possess very distinct but highly complementary skills, they share a management approach based on organization and attention to detail. All TriFaction employees and contractors must appreciate the importance of those qualities. Otherwise, they do not fit well within the TriFaction culture.

Roberts said, “Attention to detail starts at the top and



*Continued on page 6*



*Continued from page 5*

trickles down throughout the organization. Attention to homeowners’ desires. Attention to scheduling. Attention to craftsmanship details that most people won’t notice. You can teach employees the skills they need to do the job, but you can’t teach them to care. Our people care. TriFection tradespeople are truly the best in the city. They are perfectionists.”

Reina agreed. “The secret to our success is really the quality of the people we’ve hired and developed over the years. We’re incredibly proud of this team. They have helped us establish a culture that expects hard work, advanced skill, a team-based mindset and professionalism from everyone.”

With key personnel additions, TriFection has grown steadily over the past decade. Annual revenue has increased more than fourfold, and the company typically

completes between 80 and 100 home remodeling projects each year, according to Reina. As the only general contractor endorsed by well-renowned 610 AM HomeShow Radio host Tom Tynan, TriFection maintains a relatively large operational footprint and stellar reputation across Greater Houston.

Other residential remodelers and builders have also recognized the quality of TriFection custom cabinetry, Roberts added. As some large custom cabinet manufacturers folded and Covid-19 hindered the distribution capabilities of others, these companies increasingly have turned to TriFection. They quickly realized what many Greater Houston homeowners have known for years – TriFection produces exceptional solid wood custom cabinetry for competitive prices.

While the company welcomes the additional business, Roberts acknowledged, “We’ve outgrown the two cabinet





shops we have now. We’re looking to opportunistically purchase land and build a larger facility to accommodate the growing demand for our cabinets.”

Finally, one of the most exciting developments at TriFaction in recent months has been the start of construction on the company’s first custom home build in southwest Houston. What began as complete home renovation transitioned into a tear-down and rebuild once Roberts and his project managers uncovered the full extent of structural problems with a 1950s ranch-style house.

Roberts elaborated, “We made the recommendation to rebuild instead of remodel simply because it was the right thing to do. Even though a new build would require significantly more time and money, she trusted our advice and ability to execute.” Consequently, this client used the opportunity to completely redesign a million-dollar dream home.

Custom home construction represents the natural next step in the evolution of TriFaction. After all, the company has a proven track record of remodeling entire houses for many folks – some over a period of time and some at all once, particularly following Hurricane Harvey. And, as most industry insiders will attest, remodeling presents more challenges than new construction. Nevertheless, Roberts and Reina waited for the right project at the right



time before expanding in that direction. By combining their construction and business perspectives, they have established a firm foundation upon which TriFaction will continue to grow sensibly.

***To contact TriFaction Remodeling & Construction, call 281-KITCHEN (281-548-2436) or visit the Contact Us page at [www.trifaction.net](http://www.trifaction.net). The company’s sales & design center is located at 333 Cypress Run, Suite 280, Houston, TX 77094.***



# LGI Oriental Rugs Offers Flat Weave Rugs to Interior Designers

By Mary Lynn Mabray, ASID



LGI Oriental Rugs, owned by Arif and Maria Wahab, has served the Houston interior design industry for 36 years. They had been open only one day when I heard about their

excellent inventory, and it has been my pleasure to work with Arif and Maria ever since. Their reputation is beyond reproach.

On that first visit to their showroom in the Houston Design Center, I was in search of a large rug for the main living area of a custom home in the Kemah area that I was working on. They had exactly what I wanted and needed – a beautiful antique Kashan that set the tone for the entire home. They carry only handmade rugs of the highest quality, whether they are flat weaves, vintage, antique or contemporary in style.

When I first approached Arif and Maria about writing an article on their business, I quickly realized that it would

take a series of articles to touch only briefly on the subject of oriental rugs. Oriental rugs is a vast subject filled with a rich history dating as far back as the fourth century B.C. The oldest carpet in existence was found frozen in a burial tomb in Inner Asia. Its design, dyes and weave are of the highest quality, indicating the weaver was knowledgeable and experienced. It is assumed that the art of rug weaving must have evolved and become a staple of a household by the second millennium.

This first in a series of three articles is on flat weave rugs, often called kilims, and on the French-style Aubusson needlepoint rugs.

Like all rugs, flat weave rugs can help to insulate a bare floor room from chilly or cold temperatures. They are extremely versatile and provide a flexible, colorful flooring solution. They are very popular in a design style called Boho, which is eclectic, creative, casual and unconventional.

Flat weave rugs, created by a simple weave technique on a loom, are most likely the oldest type of rug. It generally takes two people to weave a flat weave into colorful

patterns without the pile or backing found in knotted rugs or machine-made rugs.

Flat weave rugs are easy to move because they do not carry the weight of a knotted rug, although they are also made from pristine wool and cotton, the same as a knotted rug. They also do not leave tracks from footprints. They can be easily folded or rolled up for storage. They are extremely durable and do not shed as some knotted rugs are apt to do.

Some of the more popular flat weaves are Moldavian, which are a combination of geometrics and floral designs. It is easy to recognize a Moldavian rug. The weaver uses many colors, but every Moldavian rug has the same colors in use over and over again in different styles and patterns. These rugs come from the Balkan states of Eastern Europe.

There is a large market in Dubai for rugs where buyers from Russia, India, Turkey, Afghanistan, Pakistan and Iran bring their goods.

Since politics plays a role in importing Iranian rugs, there is trade ban in effect in the United States. However, there are Iranian rugs still available in this country that were imported before the ban was instituted.

Other popular flat weave rugs are Dhurries, which are geometric in design and are often times used in Southwestern interior design. It is interesting to note that Navajo rugs and European and Middle East flat weave rugs often have the same design, even though flat weaves were not introduced in this country at the time Navajo rugs were being woven by Native Americans. The “great collective consciousness” can only explain how the designs were the same or similar though they were thousands of miles apart.

Flat weaves are named for their particular area of origin in the various countries, such as Sumac, Bessarbia and Senneh. The older Sumac rugs are very detailed and have embroidery on top of the weave. Like all Sumacs, they are reversible.

Aubusson-styled rugs were popular with the French Court and can still be seen today at the Palace of Versailles outside of Paris. These rugs are delicate-looking, intricate, with often sweeping floral designs. The colors are soft and muted.

As of now, Chinese craftsmen create these needlepoint rugs, although for how much longer, we don't know because China has turned to technology as a source of income. Now they are still handmade on a loom and are striking in a more formal design environment.

**To contact LGI Oriental Rugs, call 713-862-4434. The showroom, which is open to interior designers only, is located at 7026 Old Katy Road, # 155.**



#### About the Author

*Mary Lynn Mabray, ASID, is an interior designer with 25 years of expertise. She may be contacted at 713-203-4047 or at [www.MaryLynnInteriorDesign.com](http://www.MaryLynnInteriorDesign.com).*



# Bring a Bit of Europe to Your Home

*no passport required –  
with new shower and pool products*

by **Linda Jennings**

When it comes to home design, Europe is truly leading in innovation and style. Three new products making their debut in North America are sure to elevate bath and living spaces to a new level. From retro-cool shower systems to innovative pool drains and concealed thermostatic bath valves, these global products feature minimalist designs that are both innovative and timeless.

The precision shower controls of the Hi-Fi Thermostatic Mixers from Italy's Gessi are engineered to look – and feel – like a stereo system from the 1990s with the same tactile sensation of turning knobs and clicking buttons. But, in this case, the retro facade conceals a mixer system offering high-fidelity technology for private wellness through water. The analog buttons control the functions – such as hand showers, rainfall, waterfall and directional shower kits – while the knobs fine-tune the temperature and flow. Hi-Fi mixers are the pleasure of water amplified! The collection is offered in Gessi's full array of finish options to create a beautiful shower environment.

The beautiful new Mastercraft Concealed Thermostatic Shower Control from London's Barber Wilsons & Co. features a lever handle, two-way diverter and coordinating Mastercraft cross handle. The thermostatic control maintains the exact water temperature for the duration of a shower. Crafted from the company's signature solid brass construction, it is offered in all of Barber Wilsons' standard finishes, along with new finishes of Brushed Gold, Satin Copper, Brushed Copper, Polished Copper, Matt Black, Matt Bronze and a Weathered Bronze finish. The indices are available in white, natural or black ceramic with the option of a matching metal finish as well.

Easy Sanitary Solutions, headquartered in The Netherlands, is proud to bring its award-winning linear drainage system to a new frontier – swimming pool and spa decks! Their expert team of engineers has created a new collection of stylish drains especially for the spaces surrounding pools and spas. The new drains are 100 percent watertight with an integrated wet room seal and are easy to install and maintain. The pool drain includes a height-adjustable frame, waterproof membrane and tileable grate. Its minimalist design has the same sleek look and low (nearly invisible) profile as the brand's other linear drains, making them a smart and beautiful choice to enhance any pool deck.



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# Seven Sensational Kitchen Design Trends

By Amy Loren Becker

*They say the kitchen is the heart of the home.*

*With the increase of the modern design homes where the open plan layout merges living, dining, and gathering functions; this is especially true.*

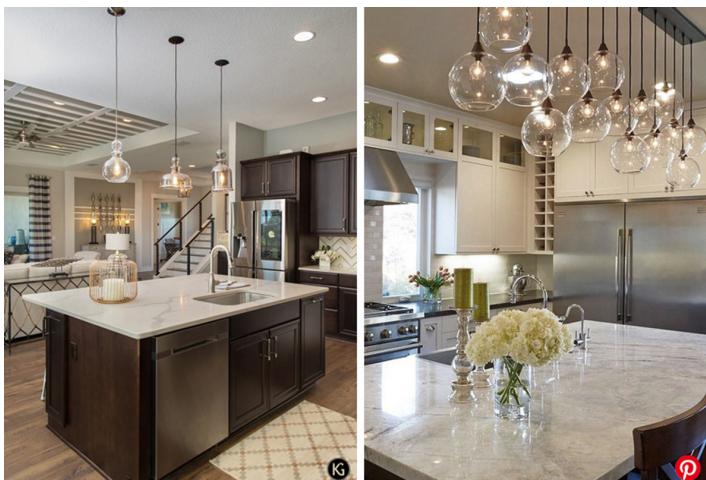
*Thoughtful planning and attentive design of the kitchen sets the tone for the rest of the home.*

*Here are some of our favorite 2019 kitchen trends our designers use to inspire the heart of a home's style and atmosphere.*

## 1 Lighting: Gather and Cluster

While single pendants remain a constant favorite, when grouped together in an interesting arrangement they deliver a dramatic statement.

A cluster of mini pendants might replace a more traditional chandelier as the focal fixture over an island, and groups of pendants mounted at different heights can create a striking look while also increasing task lighting.



## 2 Cabinetry: Less Is More

A quiet movement that's been rapidly gaining speed is the "no upper cabinet" kitchen trend.

As the modern, minimalist movement takes shape, homeowners want their spaces to appear as clean as possible. One way we achieve this is to eliminate upper cabinets altogether, and instead integrate floating shelves, sills or nothing at all. We're even seeing this trend incorporated into more traditional style homes.



# 3

## Finishes: Metallic Reigns

From lighting, to plumbing hardware; the new metallics are fresh and unexpected.

Many of our favorite manufacturers (Kohler, Kallista, Grohe) have introduced a striking variety of colorways, including bright gold, rose gold, black gold, and even polished rose bronze.



# 4

## Islands: Make A Statement

Once an option, or add-on, islands have become an essential focal point of almost every kitchen design.

From unique material countertop choices to selecting an intense or vibrant color that contrasts the rest of the kitchen, there are many ways to make a personal statement.

Oversize, substantial 5-6 seat islands are also replacing breakfast nooks and conventional dining arrangements.



# 5

## Double the Love: The Messy Kitchen & The Showplace Island



The trend of the “messy kitchen” is gaining steam, presenting two kitchens – one for show and one for go!

Typically, a messy kitchen is a secondary prep kitchen that houses appliances, workstations and is where the “messy”

meal preparation is handled.

As such, the main kitchen, or showplace kitchen, then remains clean and ready to entertain, gather or dine.

# 6

## Colors: Mixed Not Matched

Taking a cue from fashion color trends; there is a new surge in the implementation of mixed finishes; from fixtures to cabinets, islands and even appliances.

Blending different finish colors & materials within a single kitchen space, if done correctly, becomes a recipe for a unique and distinctive appearance.

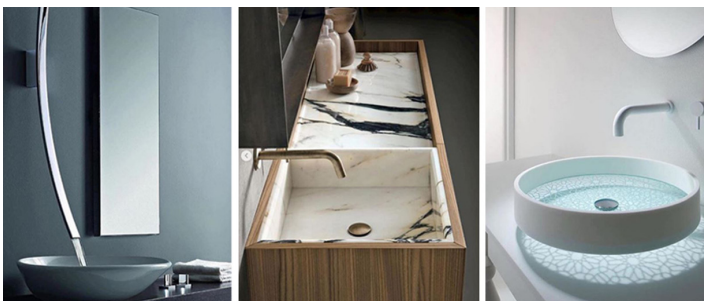


# 7

## Sinks: Practicality meets Personality

According to a recent Pinterest Survey, searches for “Black Sinks” rose a whopping 252% over last year. Gone are the days when sinks were an afterthought, and when the only viable option was stainless steel or white porcelain.

We’re seeing more and more sinks as works of art, not only functional, but inventively crafted to either create a killer statement, or enhance a very personal aesthetic.



### About the Author

Amy Loren Becker is the Director of Client Relations for Kay Green Design. You can visit their website at [www.kaygreendesign.com](http://www.kaygreendesign.com).

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# Wine Not?!

*“I cook with wine, sometimes I even add it to the food.” – W.C. Fields*

**By Amy Loren Becker, Director of Client Relations at Kay Green Design**



**W**ine rooms—often decked-out with exotic woods, glass walls, or even a tasting room—are catching up to media & bonus rooms as a “must-have” amenity for today’s buyers.

The 2019 Edition of the National Association of Home Builders’ What Home Buyers Really Want survey indicates that 28% of home buyers with an annual household income of \$150,000 or more rate wine cellars as desirable (17%) or essential (11%).

We’ve found that even non-drinkers are enticed by the look of a wine room, as it conveys the impression of an owner with discerning, distinguished tastes.

In addition, it’s been reported that Homebuyers who don’t even collect or drink wine are incorporating them into their homes, as they feel it might positively affect future resale value.

As consumption of wine grows nationally, so does the appeal of a wine-specific space. It is no longer relegated to the cellar or out-of-sight storage, it’s now a sought-after feature, and a home’s showpiece.

Not only is there a desire to create a functional space for the safe storage and display of bottles, but today’s wine room is the “jewel” of the home; often a work of art, and a reflection of the owners personal taste.

For homebuilders, incorporating a showcase wine area doesn’t have to break the bank.

Here are some of our top tips to create this highly-desired feature, regardless of a luxury building budget, or economy-minded starter plan.





**Luxury Budget:**

Custom built-in wine room, featuring storefront glass doors, with floor-to-ceiling suspended racking, fabulous spotlighting and opulent finishes.



**Moderate Budget:**

Built-Into a planned recess; such as space under stairs or utilizing an oversize closet. Pre-fabricated wood racking & cabinets, with glass or iron detail doors.



**Budget Friendly:**

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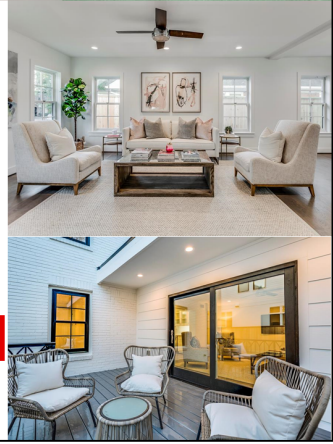
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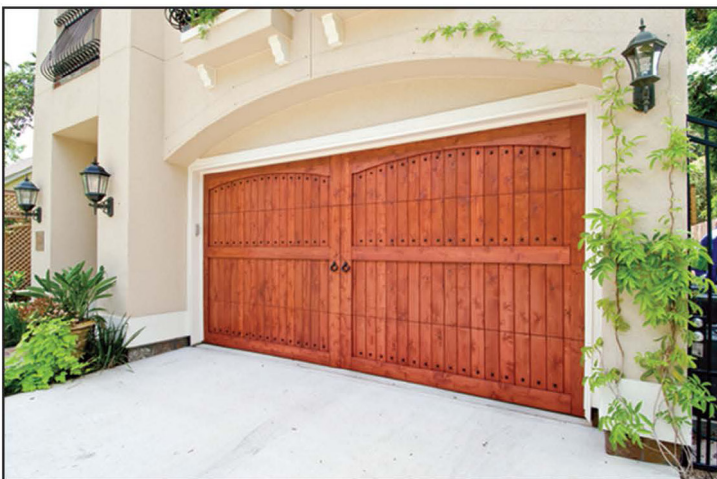
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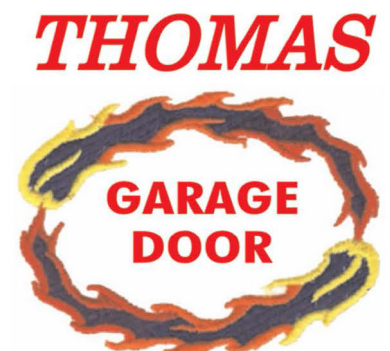
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