

Trade Notes

BY PAULA M. BODAH

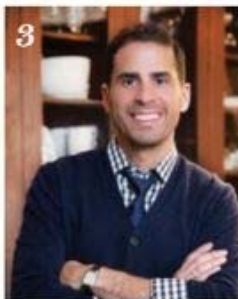


1) The team at Landry & Arcari.
2) Housing NOW Partnership's affordable house design.
3) Designer Mark Haddad.

We already knew our friends at **Landry & Arcari Rugs and Carpeting** were special, so we can't say we're surprised that the company has received the prestigious Massachusetts Retailer of the Year Award from the Retailers Association of Massachusetts. The judges look for companies that provide an "exceptional product, unparalleled service, and demonstrate originality in all they do." We applaud the Landry & Arcari team for doing just that, as well as being the good citizens they are with their community involvement, including their eight years (and counting!) of sponsoring *New England Home's* "5 Under 40" Awards. | *Boston, Salem, and Framingham, Mass., landryandarcari.com*

As usual, we count a number of our talented acquaintances among those who took home awards from the 2017 Builders and Remodelers Association of Greater Boston's (BRAGB) **PRISM Awards**. We can't fit all the deserving winners here, but an abridged rundown of those who garnered multiple awards includes builders FBN Construction, Cape Associates, and Sea-Dar Construction; interior designers Kristina Crestin, Leslie Fine, and Vani Sayeed; and architects Morehouse MacDonald and Associates and Polhemus Savery DaSilva. Photos of people enjoying the festivities can be seen in *Design Life*, page 156. | *For the complete list of awards, see prism-awards.com*

The year closed on an upbeat note for **Audio Video Design**. Not only did the Westwood, Massachusetts-based company open a new showroom in Osterville, on Cape Cod, president Brad Smith and his team also won a gold PRISM Award for Best Use of Smart Home Technology. The good-looking media room that earned the prize resides in a Cape Cod house built by **Encore Construction** with interior design by **Kotzen Interiors**. In 2018, AVD plans



to begin hosting events in its new Technology and Design Center at the Westwood location. | *Westwood and Osterville, Mass., avdesigns.com; Sudbury and Dennisport, Mass., encoreco.com; Wellesley, Mass., kotzeninteriors.com*

Among the winning projects in the 2017 AIA (American Institute of Architects) **New England Design Awards** was a beauty by Patrick Ahearn that graced the pages of our September-October 2017 issue. The judges called the work, an addition to a historic Edgartown, Massachusetts, home, "an excellent interpretation of the traditional," in bestowing a Merit award. Other residential winners included Citation awards to Boston's Ruhl Walker Architects, Elliot + Elliot Architecture of Blue Hill, Maine, and Birdseye Design of Richmond, Vermont. Gray Organschi Architecture, of New Haven, Connecticut, and Roger Ferris + Partners of Westport, Connecticut, took home Merit awards, while an Honor award went to GO Logic of Belfast, Maine. | *For a complete list of winners, visit aianewengland.org*

Working from home has its good points, but designer Tiffany LeBlanc is thrilled to have moved the offices of **LeBlanc Design** from her house into spacious new quarters in Boston's SoWa district. Working with **Sea-Dar Construction**, LeBlanc renovated the fourth-floor space at 560 Harrison Avenue to suit her and her staff of four, reconfiguring to have private offices and gathering areas, all dressed in a clean, transitional style that, LeBlanc says, fosters creative thinking. | *Boston, leblancdesign.com*

The term *affordable* housing doesn't necessarily conjure up images of the finest in architectural design, but a new collaborative effort called **Housing NOW Partnership** aims to change that. Four Falmouth, Massachusetts, companies—Jill Neubauer Architects, developer Michael Galasso

of the nonprofit TRI, The Valle Group builders, and Bernice Wahler Landscapes—formed the partnership to address Cape Cod's shortage of houses that are as good-looking as they are affordable. The group's model uses the classic Cape Cod cottage as inspiration for its charming abodes, the largest of which is a 1,448-square-foot, three-bedroom configuration with a proposed price of under \$225,000. The group has land and a plan to build its first unit in 2018. | *housingnowpartnership.com*

Mark Haddad has had a distinguished career as a designer, most recently as a principal at Haddad Hakansson Design Studio. His newest venture is **Interiology Design Company**, a full-service project management and interior design firm. The company of six includes three designers in addition to Haddad, with experience in all aspects of creating beautiful luxury interiors. | *Watertown, Mass., interiology.com*

Beth Odence's background includes corporate sales and marketing, designing and manufacturing children's knitwear, and, from 2006 until recently, owning a home staging firm serving Boston's luxury home market. Now she puts all that diverse experience to work with her new company, **Design No. Five**, an interior design firm based in Hyannis, Massachusetts. She and her three on-staff designers oversee all aspects of interior design, and operate a by-appointment-only home boutique. | *Hyannis, Mass., designnofive.com*

Interior designers will tell you that juggling skills are an important part of their work. The joy may come from the creative aspects of a job, but just as important are such logistics as keeping tabs on where furniture and accessories that have been ordered may be, then getting those pieces delivered on schedule and set in the right place. A new company, **Local Flow Logistics**, takes much of that worry off the designer's shoulders. Designers can have products sent to the Hingham, Massachusetts, company, where they will be inspected and stored in a climate controlled warehouse. Come installation day, their staff will deliver and arrange everything to the designer's specifications. | *Hingham, Mass., localflowlogistics.com* ■