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Summer 2004

Kingston Custom Remodeling

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Quote of the Month

What lies behind us and what lies before us are tiny matters compared to what lies within us.

— Ralph Waldo Emerson



Our leadership team is ready to meet all your design and construction needs -- (L-R) John, Austin, Bob & Mark

The Lighter Side

Most of us can keep a secret. It's the people we tell it to who can't.

Could You Use \$50?

For every referral you send our way **that becomes a client**, you will receive YOUR choice of the following:

☺ \$50 gift certificate to Home Depot

☺ \$50 gift certificate to OutBack Steak House

☺ \$50 donation to the charity of your choice in your name

By referring your friends and neighbors to us, you've helped our business grow. Offering these special rewards is our way of saying, **"Thank you, you're the best!"**

Without you, we couldn't do what we do. To take advantage of our Referral Reward Program, just fill out the referral sheet on the back and either fax or send it in. That's all there is to

Time for a Kitchen Facelift?

Kingston Transforms Outdated Kitchen

A recent successful modernization of the kitchen and family spaces of a parsonage in Northwest DC demonstrates the capabilities of an award-winning architect and contractor team. The parsonage is an attractive but older residence in fine condition, but was plagued with a 1930s size kitchen requiring extensive structural re-working to expand. For instance, a central load-bearing wall had to be removed and replaced with a temporary wall. Then a steel I-beam was inserted into a cavity in the ceiling above the new space. The loads were carried by concealed columns to rest on new basement footings. The combined talents of Studio 27 Architecture and the Kingston team produced the picture results - a functional and elegant kitchen and family gathering area, a space certain to improve the lifestyle demands of today.



Customer Comments

Kingston's wonderful craftsmen have transformed our former dreary, drafty back porch into a breakfast room which my husband and I thoroughly enjoy."

*Beth Murfee
 Washington, D.C.*



Italian Appeal

The Red Line antiqued solid wood vanity from Italy is a traditional-style European product that continues to have particular appeal for the discriminating homeowner.

THE SECRET OF HEAVEN AND HELL

The old monk sat by the side of the road. With his eyes closed, his legs crossed and his hands folded in his lap, he sat. In deep meditation, he sat. Suddenly he was interrupted by the harsh and demanding voice of a samurai warrior. "Old man! Teach me about heaven and hell!"

At first, as though he had not heard, there was no perceptible response from the monk. But gradually he began to open his eyes, the faintest hint of a smile playing around the corners of his mouth as the samurai stood there, waiting impatiently, growing more and more agitated with each passing second. "You wish to know the secrets of heaven and hell?" replied the monk at last. "You who are so unkempt. You whose hands and feet are covered with dirt. You whose hair is uncombed, whose breath is foul, whose sword is all rusty and neglected. You who are ugly and whose mother dresses you funny. You would ask me of heaven and hell?"

The samurai uttered a vile curse. He drew his sword and raised it high above his head. His face turned to crimson and the veins on his neck stood out in bold relief as he prepared to sever the monk's head from its shoulders.

"That is hell," said the old monk gently, just as the sword began its descent. In that fraction of a second, the samurai was overcome with amazement, awe, compassion and love for this gentle being who had dared to risk his very life to give him such a teaching. He stopped his sword in mid-flight and his eyes filled with grateful tears.

"And that," said the monk, "is heaven."

TRANSFORMING THE CULTURE

Kingston management expanded its horizons recently by attending Remodeler's Advantage semi-annual conference in Albuquerque, New Mexico. The setting, a Hyatt Regency built on the Santa Ana Pueblo Indian reservation served as a great backdrop to the theme of transforming company culture to produce improved company moral and dedication to unparalleled customer service. Kingston is committed to the ongoing pursuit of best business practices and excellence across every facet of the company. Focused and energized our leadership team is bringing new ideas to the front line.

REFERRAL REWARD PROGRAM !

Fax to: (703) 323-7913 **Mail to:** Kingston Custom Remodeling, 11515 Suburban Place, Fairfax Station, VA 22039

If you use this form, we will be able to make sure you get credit for all of your referrals when they become clients. If you have any questions, just give us a call at (703) 323-6527.

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Referrals: If you run out of room, you can use a separate sheet of paper.

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