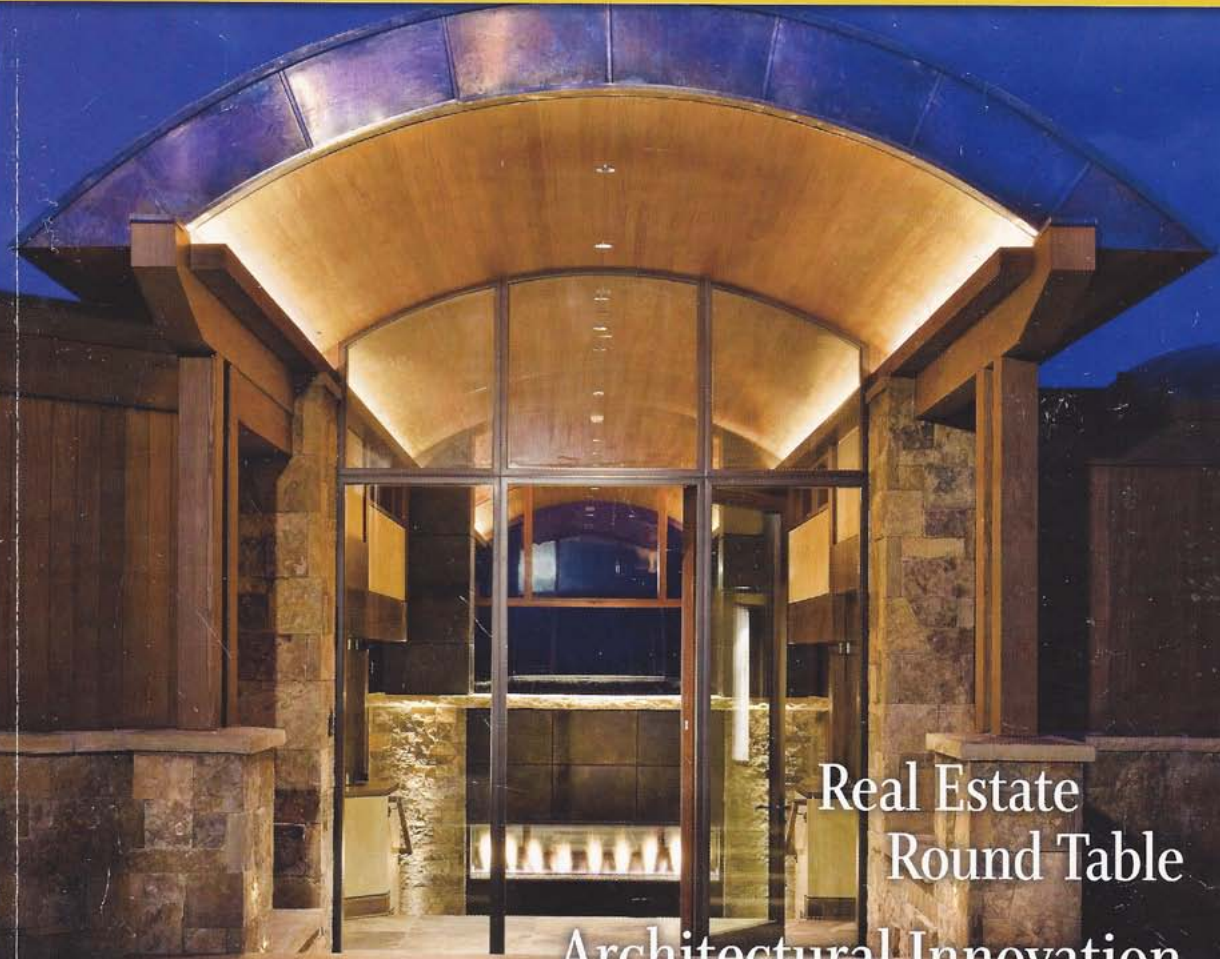


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CHARLES CUNNIFFE ARCHITECTS

Inspired Community
Service



EVERYBODY BENEFITS BY BUYING LOCALLY

Buying local farm-to-table locally is a win-win with benefits to customers, businesses and the community. At large, residents of the Banning Park Valley have plenty of choices when it comes to home furnishings, but they need not take the long trip to Denver or decide what to buy based on only limited glimpses of products on the Internet. Discerning shoppers have quality local choices from a range of businesses. By Chad Johnston

Support for Local Non-Profit Groups

"There are many important reasons that communities should support local businesses, and one of them is to support local non-profit organizations. In our community, we have many non-profit organizations that are doing great work. For example, the local food bank is a great way to support the community. If I don't have the time to support the business, I can't give to them or other local charities. The challenge is to find a way to support the business and the community at the same time."

Buy Local

Buying local is one of the best ways to support local businesses. It helps the local economy and creates jobs. It also helps the environment by reducing the carbon footprint of products. Buying local is a win-win for everyone.

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Illustration: image courtesy of a friend

Clear and Convenient

Having the first hours to take to Denver is another benefit. It is so easy to decide whether to make a long drive or to try out a bar tab at Phelps' business located conveniently in the Aspen Business Center. Juliet Phelps offers customers the opportunity to jump into a hot tub before heading and the still prepares more than one salt for customers if given a half-day notice. "The business problem gets both ways," Phelps notes. "If you get a five-year warranty on a product, the repair guy from Denver is not going to be too late on making a first-hour estimate just for one account."

Stand Behind Products and Services

The remarkable assortment of Styles Kitchen & Bath Studio in Denver is not going to impress. Walking in, one notices a beautiful blue tile bar with a kitchen with a sliding glass door accessing a temperature-controlled wine room. Everything in the kitchen and bathroom fixtures, including all of the appliances. "The reason why I think it is best to come to a place like ours or any of

the kitchen issues around here is service," says Ronald Pascoe, president and founder of Styles. "If you try to do something without us, you may be really happy with the price, but most people are not happy with the finished project. With Styles Kitchen & Bath Studio, if a customer has a problem after installation, they know right where the business is and that a friendly face will be on hand to help resolve any issues. We're bricks and mortar." Pascoe adds, "We're not going away."

Reputation Means Everything

Ronald Pascoe makes another important point. As a small business, his goal is to ensure clients are satisfied because the valley is a small place, and word-of-mouth reputation is critical. He notes that pretty good people manage local kitchen stores in the valley and most have been in business for many years. "Our own good plus it truly is how our clients' happy," he explains, and notes that the motto for his business is client's life. "If our clients are happy, they need to refer clients. We are working with second generation now because we're doing projects for their parents or grandparents."

Close by for Responsive Service

Hands-on service is important to Juliet Phelps at Aspen Post & Spa, and the decorates that grows when she sees the often visit customers' satisfaction with designs to intelligent energy