

Builder/Architect

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Our
59th
Year

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JON LOZIER
LOCHWOOD-LOZIER ELEGANT HOMES
330-126TH AVE NE, #100
BELLEVUE WA 98005

Todd
Lozier

Pat
Lochwood

Jon
Lozier

Lochwood-Lozier Elegant Homes

Building homes deserving of 'It's a Lochwood-Lozier'

**Special
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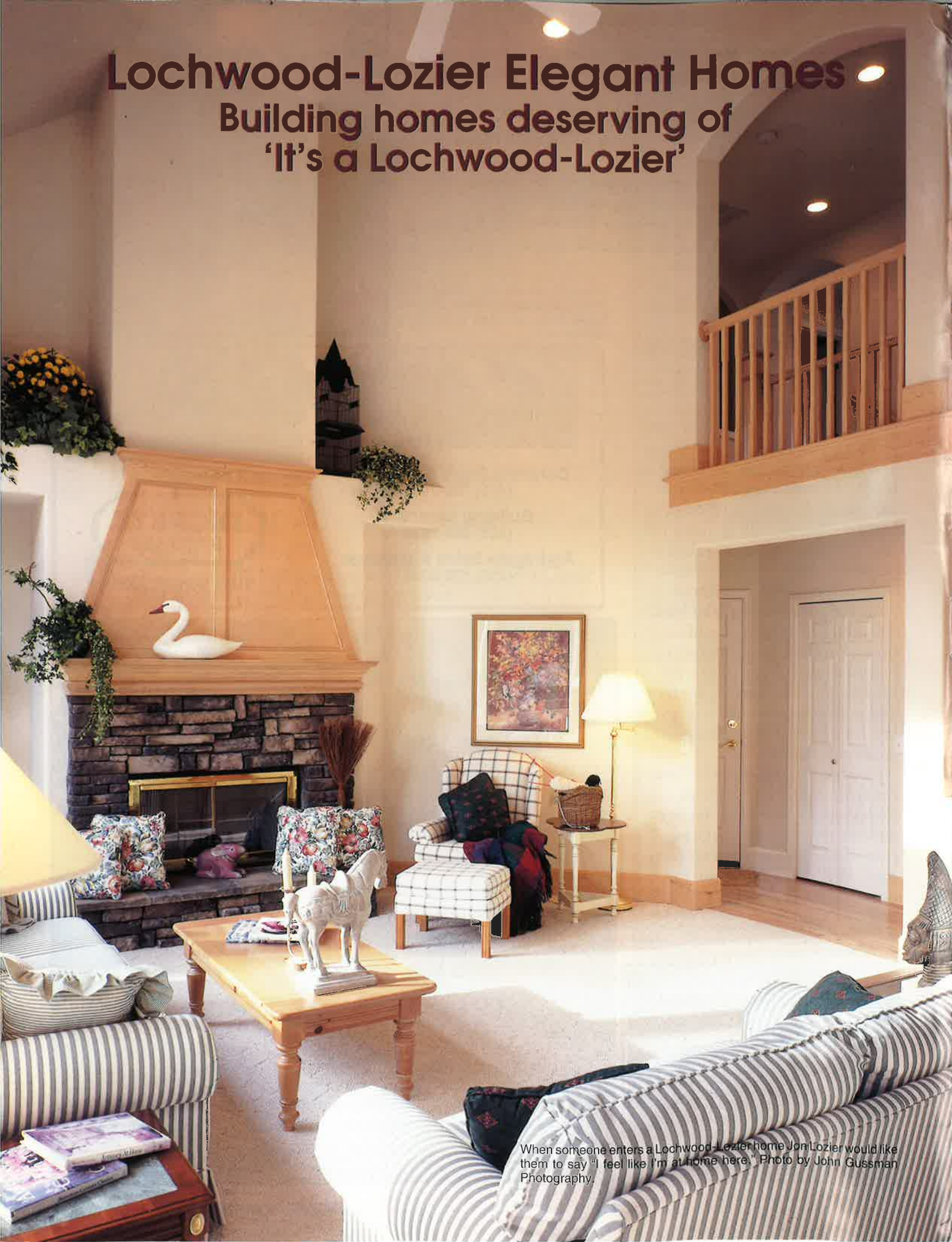


EXCAVATING & UTILITIES

Northwest Cement
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Lochwood-Lozier Elegant Homes

Building homes deserving of
'It's a Lochwood-Lozier'



When someone enters a Lochwood-Lozier home Jon Lozier would like them to say "I feel like I'm at home here." Photo by John Gussman Photography.



Lochwood-Lozier builds kitchens that work for women...and men. Photo by John Gussman Photography.

"It's a Lochwood-Lozier." The value of this statement isn't lost on Eastside Puget Sound home buyers. It's taken Jon Lozier and Pat Lochwood many years to develop the internal organization and systems for "It's a Lochwood-Lozier" to symbolize quality and value in a home.

"We have endeavored to associate our name with long-lasting quality and value," says Jon Lozier, President of Lochwood-Lozier Elegant Homes. Jon has been a second generation home builder for 37 years in the Puget Sound Eastside area. "For many of our customers, their upcoming home purchase represents their third or fourth home and many anticipate it to be their most discerning choice. These home buyers look for that 'something special' and they find it in our homes,



One of the goals of Lochwood-Lozier is to build homes that are recognized as "memorably extraordinary." Photo by Michael Seidl Photography.

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because we put it there.”

Todd Lozier joined the Lochwood-Lozier management team after graduating in 1992 from the University of Washington's School of Architecture, Business Construction Program. Todd has worked his way up the proverbial "ladder" of responsibilities at Lochwood-Lozier and has achieved the position of Operations Manager. The highly respected Business Construction Program at the University of Washington has recognized Todd for his leadership and his introduction of the Program to active membership in the Master Builders Association of King and Snohomish Counties.

As Todd explains, "The 'something special' that home buyers are looking for are noticeable throughout the homes we build. We don't use materials that will just get by' and

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Lochwood-Lozier offers design flexibility in traditional and contemporary designs. Pat Lochwood says many home buyers have unusual requirements and need a home builder with the experience of accommodating specific needs. Photo by Imaging Northwest.

According to Jon Lozier, "Building Lochwood-Lozier homes is about providing home buyers with confidence they can take to the bank." Photo by Imaging Northwest.



DuPont Makes Tyvek® Even Better No Holes in Success Story or Product

By Rob Horstmann, Tyvek® Specialist, Auburn, WA

Some companies might tend to sit back and enjoy their success after developing a brand-new product category and marketing it until it achieves phenomenal consumer recognition, acceptance and respect.

Scientists at DuPont, however, believe that continual product improvement should be the goal. The result is

Tyvek® HomeWrap™, a new, improved product that performs even better than the manufacturer's tremendously successful Tyvek® housewrap.

If you are seeking a reliable barrier to water infiltration behind exterior finish materials, you can have even greater confidence in Tyvek®. Tests show HomeWrap™ is 50 percent more resistant to water than Tyvek® housewrap, which was already more resistant than felt, asphalt-coated building paper or the competitors' perforated housewraps. You'll protect framing and sheathing during construction and help prevent water leaks after the sale. Despite its water resistance, Tyvek® HomeWrap™ doesn't form an exterior vapor barrier to trap indoor-generated moisture inside the wall cavity, where it can foster mold or even rot the framing. Like the original Tyvek®, HomeWrap™ allows vapor to evaporate through tiny pathways between its microfibrillar, high-density polyethylene fibers. HomeWrap™ breathes up to six times better than anything used in the wall system.

Tyvek® HomeWrap™ helps retain the R-value of your insulation by preventing air from entering the wall. Air can travel right through fiberglass like wind through a loose-knit sweater. Fiberglass is commonly used as a highly effective filtering material since it doesn't stop air movement. Tyvek® performs like a windbreaker, stopping the air from entering the wall, and thus preserving the insulation's effective R-



Insulation only works when the air it traps is not moving. The average 2,500-square-foot home has more than a half-mile of cracks and crevices in the wall cavity, so even a light wind forces air into the home. Using DuPont Tyvek® HomeWrap™ is like erecting a billboard that says "quality construction," since home buyers know it stops air from entering, thus maintaining comfort and reducing energy bills. And, there's no more effective, yet "breathable," water barrier to help prevent moisture problems.

value. The new Tyvek® HomeWrap™ has even more air resistance (two times better) than DuPont's original housewrap.

By keeping well ahead of the competition, DuPont continues to reinforce Tyvek®'s leadership in the industry. Also, the company's ongoing promotional efforts help builders and remodelers gain an edge with today's savvy consumers, who associate DuPont Tyvek® HomeWrap™ with superior weatherization, quality and energy efficiency.

To find out how you can effectively market your homes or buildings better using DuPont Tyvek®, please call (800) 234-5534, extension 230.

B/A

FEATURED BUILDER PROFILE

Company Name
Lochwood-Lozier Elegant
Homes

Principals
Jon Lozier, Pat Lochwood,
Todd Lozier

Product Category
Custom, Mid-to-High Spec,
Remodeling

Active In
Eastside to Mill Creek

**Favorite Architectural
Firm**
4D Architects, Inc.;
contact Ben Mulder

Favorite Building Product
Wood windows and
skylights

Member of
Master Builders
Assoc. of King and
Snohomish Counties

**The Puget Sound
housing market is
strong
and over the next
12 months will
improve
because of
growing employment base.**



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craftspeople that we can't trust for consistent, quality workmanship. Our homes exceed industry standards and building codes in many ways. Our millwork is far above the norm. We use only proven quality building materials in our homes. Many of our subcontractors and suppliers have worked with us for over 13 years. Our primary goals are customer satisfaction and building homes that offer long-term, strong resale value."

Pat Lochwood stresses that Lochwood-Lozier Elegant Homes focuses on the customer from the beginning. "Our company is very detail oriented. We have a team of professionals in the office who realize their primary duty is to make the home buying process understandably easy and enjoyable. Custom home buyers particularly can feel overwhelmed by the perceived

enormity of the decision making necessary to have a custom home built. It's our job to simplify that process into a completely manageable sequence of timed decisions."

The professional staff assembled at Lochwood-Lozier is an integral component for the company's success. Roger Korthuis, Corporate CPA/CFO, is an "essential management team member" according to Jon Lozier, who is involved with finance acquisitions, contracts, budgets and cost controls. The financial skills Korthuis brings to Lochwood-Lozier are the result of his experience working in a public accounting firm and from previously owning his own home building company. Also on staff are an in-house architect, estimators, project managers and a full time Customer Service Manager who is an experi-

enced remodeler and has also previously been a home builder.

Other keys to the company's success are their internal systems. The primary design requirement of these systems while they were being developed was that they have to help ensure that the customer's home is delivered to the client the way they want it, when they want it, at the agreed upon price.

Jon Lozier explains that the company is after an effect that buyers can feel when they enter a Lochwood-Lozier home. "When someone enters one of our homes, I want them to say 'I feel like I'm at home here, I could live here, this is what I want.' Creating that feeling and emotion of lifestyle is what building a Lochwood-Lozier is all about." Adds Pat Lochwood, "There are many quality homes in the

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The stated primary goals of Lochwood-Lozier are customer satisfaction and enduring strong resale value. Photo by Imaging Northwest.



User-friendly features built into Lochwood-Lozier homes will carry the owners into the 21st century. Photo by Michael Seidl Photography.



"Home buyers are looking for that 'something special' and they find it in Lochwood-Lozier homes because we put it there," states Jon Lozier. Photo by John Gussman Photography.

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marketplace but we want to build homes that buyers recognize as being memorably extraordinary."

Lochwood-Lozier builds homes in King and Snohomish counties including the hi-tech corridor stretching from Issaquah to Woodinville. Many of their homes can be found in some of the area's most desirable neighborhoods including Lake of the Woods, Montreux, Lakemont, Gunshy Ridge and Hollywood Hills. They've also built view homes on lakes Sammamish and Washington. Many of these homes were custom-

built. Lochwood-Lozier also builds presale and spec homes.

Whether the home is a presale or a custom, Lochwood-Lozier works with their customers to offer flexibility in home designs to meet individual needs. "Unusual requirements of a home are the result of a number of factors," Pat Lochwood explains. "Consideration for elderly parents that may be needing to live-in now or in the future, accommodations for cultural customs and traditions, a hobby that has special requirements, dual careers that require dual home

offices or storage needs, live-in child care providers, all require a home building company with the expertise and experience of accommodating special and specific needs. To get buyers excited about their future home, we ask the right questions."

In addition to being proactive regarding the possible future needs of their customers, Lochwood-Lozier is also proactive when it comes to the reasons for customer call-backs. "Customer call-backs create stress and anxiety for homeowners," Jon Lozier states. "Over the years we've changed many materials and surface treatments to help eliminate many of the reasons for call-backs. We are constantly reviewing ways to improve the product to avoid future problems for our homeowners."

Peers of Lochwood-Lozier Elegant Homes have repeatedly selected the company's product over similar homes. The company has entered homes in three Seattle Street of Dreams annual shows winning several awards including "Best of Show". They've also been selected to build one of the Poncho shows in the prestigious Summit neighborhood. The walls of the offices at Lochwood-Lozier are lined with Gold and Silver Mame awards and include the Mame's Annual "Best Builder of the Year" Trophy. Their prizes also include the National Mame award for marketing excellence. "We enjoy competing with what we do, and when we compete, we often win," states Pat Lochwood.

"Building Lochwood-Lozier homes is about providing home buyers with confidence they can take to the bank," states Jon Lozier. "It's about reputation, consistency, craftsmanship, amenities and a place for happy family memories to happen. We strive to build homes that separate us from everything else on the market. It's about ensuring that 'It's a Lochwood-Lozier' means as much to our customers as it does to us."

Builder/Architect is proud to feature as its July Builder of the Month, Lochwood-Lozier Elegant Homes, a company whose name should remain synonymous with value into the next century. **B/A**



Materials and surface treatments are continually reviewed and modified by Lochwood-Lozier to help minimize occurrences where customers have to have problems corrected. Photo by Michael Saidl Photography.