

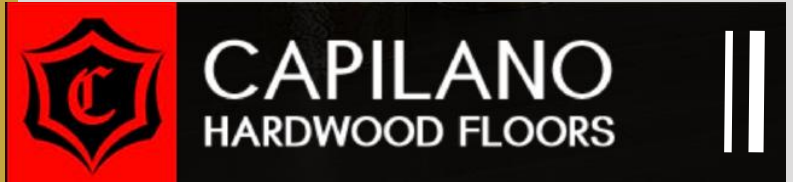
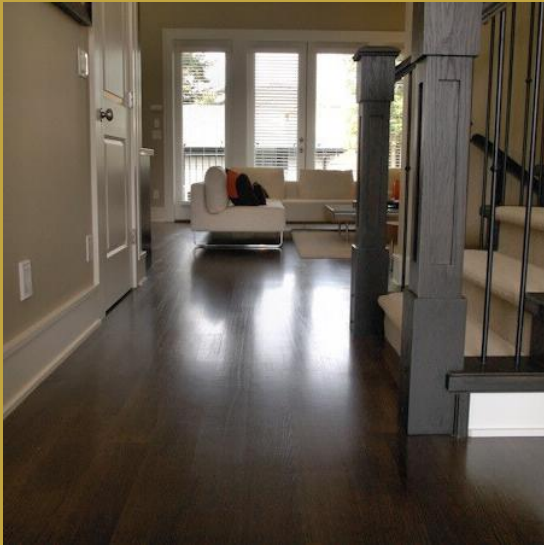


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# AN INTERVIEW WITH LORI SUTHERLAND BURNS

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## In the Beginning

Lori Sutherland Burns is the owner of Studio Ten Interior Design; in the past 14 years, she has established a well-known and award-winning company located in Vancouver. Studio Ten specializes in both residential and commercial enterprises and has contributed their design talents to workplaces, schools, recreational facilities, retail businesses, private homes, and multi-residential projects.

Lori honed her skills at several notable Vancouver design firms before striking out on her own. At the time, she had a young family and wanted more flexibility in her schedule; so, in 2009, she incorporated her business and hired a staff, who are still with her today.

"Most of our projects come to us via word of mouth," Lori tells us. "This is very meaningful to us because it means that previous clients were pleased with our work."



## Consultation To Completion Process

When asked about how a project goes from consultation to its final form, Lori answers: "The majority of the time, a client will call us because they have often been referred to us by a previous client, builder, or architect. One recent award-winning project was the Ens Residence, where Raymond Bonter and team did the exterior design, we did the interior, and Kingdom Builders built the home," Lori remembers. For this project, Studio Ten won the 2022 Georgie award for Best Interior Design.

Lori further elucidates on the Ens Residence: "The client was a single father with four grown children and wanted a home where his growing family, which now included grandchildren, would have room to gather and entertain. He was very open to new ideas but knew functionally what he needed. He collaborated with us on the logistics, then let us run with it."

While functionality was as important as appearance, Lori describes some of the features of the Ens residence: "The home includes a modern kitchen that seats sixteen people, which was designed with his large, extended family in mind. There are several large outdoor living areas around the swimming pool in the backyard to accommodate all his children and grandchildren (and their friends!) for summer dinners and family gatherings. There are skylights throughout the home that maximize the opportunity for natural light, as well as oversized lighting fixtures for a wow factor and ambience at night. The fireplace is an open corner model, clad with natural stone, which is the focal point of the living areas. The staircase is especially unique, with rock climbing figurines made of steel hanging against the back wall. We sourced the figurines, designed the layout, and had someone install them," Lori remarks.





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## Residential versus Commercial

Lori states that “we get to know our clients very well, whether it is a commercial or residential project. Even though residential projects may be smaller in size, there is usually more work involved because each space has so many details to consider and plan for. With our commercial clients, the project typically goes faster as the deadlines tend to be tighter since we need to get them back up and running in their new space as soon as possible. Even so, these clients are typically just as passionate about their projects as are our residential clients.”

## Price Pointers

Lori advises that “the client needs to have a realistic budget, and hiring a qualified designer is critical. A professional is knowledgeable about which products are the best value and will focus the budget where it benefits the client most, or where there is the most visual impact. The fees spent on the right professionals save time and cost in the end, because everything runs much more efficiently.”

## New Projects

We are mid-construction on one home that sits on the edge of a cliff that has an elevator down to the beach. It has an ensuite shower with floor to ceiling reflective glass that looks out onto the view, which is quite spectacular. We want each of our projects to be unique and not look like any other. Our ideas are driven by our clients, and what their daily experience will be. We really enjoy challenging ourselves,” says Lori.

“As for our commercial projects, we recently did a Swim School for children five and under. We employed colours and textures to engage the kids, help in wayfinding and to provide an atmosphere that is just fun to be in.” Lori goes on to explain that Studio Ten will be doing another project at a gym centre. “It will have a café and a laptop lounge for parents who are waiting for their children to finish their lessons. In all our projects, we want our clients and their customers to just have a great experience there.”

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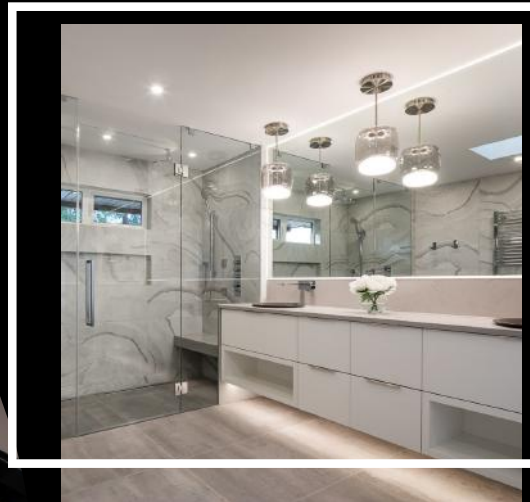
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## Design Tips

When asked for a tip for those looking to redesign their homes, Lori advises: "The client needs to trust the designer and trust the process with the builder and remember why they have hired professionals. It is also really important to be open to new ideas, rather than just copying the latest trends, which to us are old ideas by the time they are in magazines and online. The most successful projects are usually the ones where clients have let the designer push them past their boundaries."

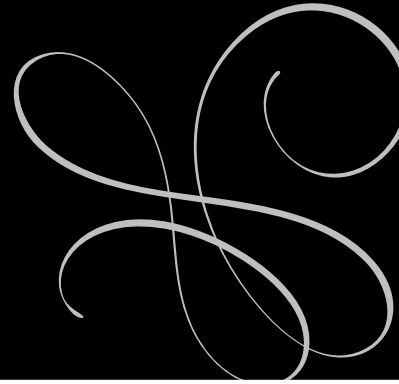


## A Shout Out to Our Contractors & Vendors

Studio Ten's work would not be possible without strong partnerships with builders, vendors, and subcontractors. Lori notes: "The Ens House was built in conjunction with Kingdom Builders who are highly professional and have a high quality of end product and Ingrain Millwork did an excellent job on the millwork and cabinetry. Raymond Bonter is always top of our list for their expertise in exterior design. Having a team of people that are nice to work with and share a common work ethic is what brings success to projects. Relationships are really important to us."

Studio Ten also relies on Caprice Countertops to provide the beautiful countertops in many of their projects. Also collaborating with Studio Ten is Capilano Hardwood Flooring, who source and install the beauty below one's soles with their exquisite and durable flooring.

"As much as we would like to showcase all of our work in our portfolio, the majority of our projects are not photographed," says Lori. "Some of our clients want to maintain their privacy, and we totally understand that. But we are really thankful when we can share our work with the public, especially when we can win an award for it."



For more information on Studio Ten Interior Designs, visit <https://www.studioten.ca/>



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# AN INTERVIEW WITH DAVID LUKASIEWICZ

CEO Capilano Hardwood Floors

BY: PAUL HARRISON

*Capilano Hardwood Floors is often a supplier and subcontractor for Kingdom Builders and Studio Ten Interior Design.*

**How long has your company been in operation?**

**How did it get started? What led you to found/join the company?**

Capilano Hardwood Floors has been opened since 1993. When starting my career, I was building foundations for houses, and during the winter, I'd get soaked with the rain that often falls in Vancouver. One friend of mine asked me why I was working outside during this weather, and I responded, "I don't know any trades that work inside." So, they offered me to be a helper for hardwood floors, sanding, and finishing.

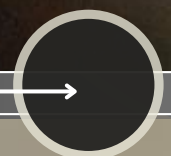
I worked for minimum wage for six months, then after six months, I started Capilano Hardwood Floors.

**Tell us about what your company does in general?**

Capilano Hardwood Floors supplies and installs laminate and vinyl floors. We provide concrete leveling as well.



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# Capilano Hardwood Floors

**Are there any key vendors, suppliers, subcontractors, or partners who help you with your work?**

My main supplier is Boa Franc (Mirage Hardwood Floors). We install one of the best products in the market for this Canadian Brand.

I buy directly from factories and whole sellers to provide the best material that I can for clients. The company I buy from, Boa Franc (Mirage Hardwood Floors), is known for selling some of the best lumber, and I take pride in working very closely with them.



**I see that you also work with concrete. Tell me about your concrete leveling and concrete grinding services.**

I use a European system for leveling, which leaves the finished product very smooth and leveled.



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## Capilano Hardwood Floors

Walk us through the process you go through when a builder calls you. How do you go from the consultation to the design, through to the delivery and installation?

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When builders send me their floor plans, or call me for estimates on the site, my next step is to make takeoffs from the plans or take physical measurements on the site. Next, the contractor gives me information about the product, and we create a proposal for material and labour. When approved, the contractor gives us the time at which we can start the job, and we go in to complete the task we were given.



Do you have any exciting new projects on the horizon, or any others that you might have just wrapped up?

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Recently we have just finished a job on British Property, which was a six-storey building for The Courtenay British, located on 3101 Burfield Place, West Vancouver. This job shows the high-quality construction and stellar workmanship we pride ourselves on.

For more information on Capilano Hardwood Floors, visit  
<http://www.capilanohardwoodfloors.com/>



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