

The Perfect Exterior

Recently Fine Paints of Europe provided all coatings and guidance in the selection and use of our paints for the complete interior and exterior restoration of a Victorian era farmhouse located in the Buffalo, New York suburb of Orchard Park. This beautiful home occupied and owned by Gerard and Cara Braun and their 8 month old daughter was extremely well prepped before being re-primed and re-painted with our Housepaints and marine quality enamels. All interior walls were re-primed with alkyd primer in order to achieve the benefits of a moisture barrier and extend the life of the exterior paint. The Brauns, working with Emmett Fiore, our colorist, selected "Straw Stack" from the Classic Collection as the body color which contrasts beautifully with our Dutch Door Green used on the shutters. Emmett is available weekdays for complimentary color consultations from 9am to 6pm E.S.T. at 1-800-332-1556.

Due to an unexpected professional relocation, the Brauns have recently listed this exquisite home and 4 acres for sale. Interested parties may contact the Brauns at gerardbraun@yahoo.com.



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"There is nothing more expensive than cheap paint."

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Brushstrokes



DOING IT RIGHT

One of the benefits of living in Vermont today is that I am just as likely to have a chance encounter with a fellow entrepreneur as I am a moose or a dairy cow. In fact, I'd go so far as to speculate that on a per capita basis there are as many world class entrepreneurs in Vermont as in any state in the country. This is made relatively easy in Vermont where the population is barely half a million and there are more cows than people! It is noteworthy that Vermont entrepreneurs have always gravitated to the "high end" of the field which they select – there's a strong commitment to DOING IT RIGHT. Ben & Jerry's, Simon Pearce and Orvis are but a few examples among hundreds.

There's art and commerce, and never the two shall meet – at least according to conventional wisdom. But Susan Sargent, an artist turned entrepreneur in West Tisbury, Vermont, is anything but conventional. Armed with a textile degree, Sargent spent 15 years as a studio artist creating one-of-a-kind tapestries for private collectors and galleries throughout the world. Susan spent four years in Sweden where she rolled up her sleeves and learned to dye wool (a fascinating story in itself in that the color of the finished wool differs dramatically from the same material in its wet phase, meaning that the tinter must develop an ability to "project" the dry color). Note that this was in the days before com-



puter formulas took over – all the color matching was done by eye and experience. But the homogenization of the home furnishings business bothered her, as did the proliferation of stark, white minimalist environments – enough so that in 1995, she started creating colorful fabrics, rugs and bedding for a broader audience. Today, her mini-empire is marketing everything from paint to pillows, rugs to dinnerware, all in Sargent's distinctive, color-drenched palette. Two years ago, she opened her first store in Manchester, VT., followed by a second on Boston's trendy Newbury Street late last year. We expect you'll be seeing Susan's shops from Connecticut to California in the next few years. www.susansargent.com

"I have been obsessed with color all of my life. As an artist, textile designer, dyer,

weaver, painter and interior transformer, I am a color evangelist, dedicated to spreading a message of hue and shade throughout the land." Susan Sargent

I was very flattered when Susan approached Fine Paints of Europe with her concept for her next book, **THE COMFORT OF COLOR**.

She proposed to take her color message on the road by arranging color make-overs for eight homes, familiar and accessible, not trophy houses. These homes would range from a Vermont farmhouse to a Manhattan apartment. Susan and her crew planned to supply all paint, window treatments, bed covers, wall paper and slip covers in exchange for



the homeowner's willingness to select from Susan's color menu which encouraged their spirit of adventure. Participating homeowners required enthusiasm and had to be agreeable to the scope, bustle, and general inconvenience of the make-overs and photo shoots. If successful, THE COMFORT OF COLOR "would show how color can enrich our lives when used in lavish, comforting doses, and to offer encouragement to be free-spirited, creative, and – most of all – unafraid".

"Free yourself up" Jimmy Cliff



Susan Sargent Grover Farm Collection – 24 professional size (3" x 7 3/4") swatches present each of the colors featured in Susan Sargent's new book THE COMFORT OF COLOR. The \$25 cost of this collection is off-set by a \$25 coupon included with each deck which may be applied against your next purchase of any Fine Paints of Europe coating purchased directly from Fine Paints of Europe or one of our authorized retailers. Swatches are held together with a handy ring binder which allows the user to easily remove a chip for taping to your wall.

Order Susan Sargent swatches (\$25) and The Comfort Of Color (\$30) at 1.800.332.1556 or finepaintsofeurope.com

THE COMFORT OF COLOR and the Grover Farms color collection featured therein are both radical departures from the commonplace color book full of mid-tones and safe neutrals. Among the primary reasons why Susan selected Fine Paints of Europe was our unique tinting system which allowed us to pro-

duce Susan's deep, vivid hues in paints capable of "covering" in no more than 2 coats. Susan also judged correctly that the owners of her make-over homes would appreciate the benefits of odorless, quick drying, scrubbable wall paints that seem to last forever.

In contrast to so many color authorities – both hardcover and TV, Susan Sargent was committed to DOING IT RIGHT. This wasn't a series of "stage set shots" of single rooms or single walls in trophy homes with trick lighting. Susan's crew painted each wall and each ceiling in accordance with an educational process whereby the homeowners in every home could themselves be brought into the benefits of living in a colorful environment. In the months following the "transformations", Sargent interviewed the families to determine the impact which the new colors had upon their lives. The book is documentation of the experiment and the homeowners' personal responses to their newly bright world.

THE COMFORT OF COLOR is an enjoyable yet very informative narrative – containing more than 250 photos – of Susan's two year mission. This project required a lot of interaction between Susan and me and our respective crews. Suffice it to say that we are both so pleased with the collaboration and its fruits that we'll be introducing the next Susan Sargent color collection in the Spring of 05.

Founder and CEO

Susan Sargent lives with her husband, Tom Peters, 2 college-age sons, 3 dogs, 4 retired donkeys, and 50 sheep in a beautifully sited farmhouse in the hills of western Vermont. We are proud to have Susan as a friend and color partner.

New Inspiration Collection



Fine Paints of Europe is pleased to introduce another wonderful color tool which is available exclusively from our company. The Inspiration Collection presents almost 1500 interior and exterior colors in three different groupings: Brights, Pastels, Greys. Fan Deck measures 2" x 11" overall; individual chip sizes range from 1" x 1" to 2" x 2". This fan deck is shipped in a durable translucent plastic case which will protect it and provide a lifetime of service.

Brights' consists of more than 300 high-intensity colors. This group is an arrangement of subtle nuances of every color in the spectrum.

Pastels' consists of more than 700 pastel colors. Every color card page provides an overview of the tints available in each color family from low to high intensity.

Greys' has a total of more than 400 colors representing the entire color spectrum, all with a relatively high saturation level. Black determines the brilliance and is also the variation factor in this category.

Each category follows the same color sequence: Red-Violet, Orange, Yellow, Green, Blue, Indigo, and Violet.

The Inspiration Collection is available from your local FPE retailer or directly through Fine Paints of Europe for \$60.

EXPERIENCE THE DUTCH DOOR TRADITION



THE DUTCH DOOR KIT INCLUDES:

- **Detailed instructions** on how to complete the project flawlessly
- **Sandpaper** – 2 sheets - medium grit (150), 2 sheets - fine grit (220)
- **Primer** – one Euroquart of the correct primer for wooden, steel or fiberglass door (Please specify when purchasing)
- **Solvent** – one liter of FPE Mineral Spirits - will allow you to slightly thin primer and paint if necessary and clean your brush
- **Paint** – one Euroquart of Brilliant or Satin Dutchlac enamel in any of 32 Colors of the Classic European Color Chart
- **Brush** – an Omega S57- 2.5 inch flat brush, for perfect application of primer and paint
- \$109 value
- **Kit Price \$85**

The doors of Holland are the most beautiful and welcoming in the world. Whether opening into an Amsterdam townhouse or a country cottage, Dutch doors greet all those who pass through them with a cheerful, brilliant finish resulting from a high-quality enamel paint.

We would like you to experience the Dutch door tradition and discover for yourself the classic elegance, unparalleled depth of color and exceptional durability of our unique coatings. Painting a door is a simple weekend project and we'll guide you through it.

To introduce our superior coatings, Fine Paints is now offering a "Dutch Door Kit" which includes everything you need to properly prepare, prime and paint one door, inside and out.

The Dutch Door Kit is available exclusively through Fine Paints of Europe and our authorized retailers for **\$85**. Please take advantage of this special opportunity to discover the unique beauty and durability of our coatings while sprucing up your home for the holidays.

Please present this "coupon" at your Fine Paints of Europe retailer or refer to it when placing your order with Fine Paints of Europe directly at 1-800-332-1556 or on-line at www.finepaintsofeurope.com



The President Lincoln and Soldiers' Home National Monument

Fine Paints of Europe has enjoyed a good relationship with the National Trust for Historic Preservation since the early 90's. We have had the honor on several occasions to supply paints for significant National Trust properties.

Recently our exterior paint system was selected for the President Lincoln and Soldiers' Home National Monument in Washington, DC. We were fascinated to discover that during the Civil War years Lincoln resided from June through November in this "cottage" on the property of the Soldiers Home in Washington. During these troubled years this cottage served as a refuge for a beleaguered President. While residing in this cottage, Lincoln rendered some of his most important decisions about the course of the war and the direction of our democracy, including the revolutionary Emancipation Proclamation.

Lincoln was joined in the cottage by his wife Mary and son Tad. A company of active duty soldiers encamped nearby and served as his personal body guards. This location of pastoral beauty with sweeping views of Washington also served Lincoln as a private place for meetings with political allies and adversaries. Soldiers' first hand accounts refer to Lincoln wandering the Soldiers' Home property after midnight, lost in thought and oblivious to the dangers that lurked around him. Concurrently the bodies of Union and some Confederate soldiers arrived daily for burial in the Soldiers' Home cemetery – our first national cemetery – where over 5,000 Civil War dead were interred.



Robert C. Lautman Photography

In 1999, the Armed Forces Retirement Home formally requested the National Trust for Historic Preservation to steward this sites preservation and development. In 2000, the site topped the National Trust's annual list of "America's 11 Most Endangered Historic Places". A surprising amount of the cottage's historic fabric is intact, but it was imperiled by deterioration over time and lack of resources to perform crucial repairs. Shortly thereafter, President Clinton designated the cottage and 2.3 surrounding acres as a National Monument in recognition of the site's role as Lincoln's presidential retreat. While there are other sites and monuments with ties to Lincoln in Washington, DC and elsewhere in the United States, the Soldiers' Home is the only site in the country - other than the White House - with strong personal and intellectual ties to the Lincoln presidential years.

All woodwork at the Lincoln Cottage is being painted with a system consisting of Dutchlac primer and Dutchlac brilliant enamel. This system is expected to yield 12 to 15 years of beauty and protection.

The National Trust's vision for this National Monument includes total interior and exterior preservation which will allow the cottage to be opened to visitors. Ultimately the Trust hopes to include a Visitor Center with exhibits that explore the ideas and actions of this great President in the context of Civil War Washington.

The cottage is in the process of a exterior restoration by the general contracting firm of J.S. Cornell & Sons, Inc. of Philadelphia, specialist in historic preservation. Painting Contractor is Historic Structures/ Steve Ortado of Washington DC (www.historicstructuresdc.com). Work includes new stucco work, roofing and repainting of exterior woodwork with Dutchlac primer undercoat and Dutchlac brilliant enamel. For further information about the President Lincoln and Soldiers' Home National Monument, please contact Sophia Lynn (project manager) by phone (202) 829-0436, email, sophia_lynn@nthp.org, or regular mail at the President Lincoln and Soldiers' Home National Monument, AFRH-W 1315, 3700 N. Capitol Street, NW, Washington, DC 20011-8400.