



Wellborn Cabinet, Inc. meets the increasing demand for accessible living and aging-in-place environments in today's homes with The Active Living Collection. The Active Living Collection is available in Home Concepts, Select, Premier, WoodCraft brands and the Estate Custom Collection.

The addition of new door styles, wood species, and cabinet sizes gives you the product you need to meet your clients' changing needs.

**WELLBORN**  
CABINET, INC.®



## Available Door Styles

Arbor Arch



Species Available:  
Poplar

Arbor Square



Species Available:  
Poplar

Cambridge Arch



Species Available:  
MDF

Cambridge Square



Species Available:  
MDF

Hampton Square



Species Available:  
Maple  
Oak

Kingston Arch



Species Available:  
Maple  
Oak

Kingston Square



Species Available:  
Maple  
Oak

Metro



Species Available:  
Laminate

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## Available Door Styles

Providence



Species Available:  
Thermofoil

Towne



Species Available:  
Laminate

York



Species Available:  
Maple  
Oak

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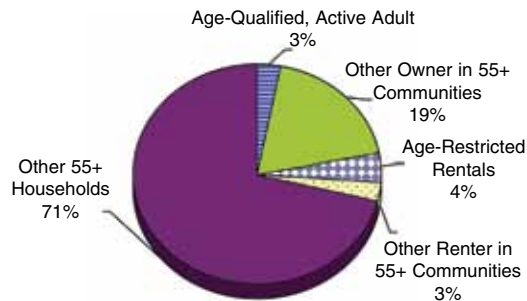


One of the fastest growing opportunities in the remodeling industry is the aging-in-place market. The aging-in-place market consists of people who want to remain in their home safely, independently and comfortably, regardless of age, income or ability level.

People are living longer and leading more active lives and with their changing lifestyles, they are looking to revitalize their home through remodeling in order to fit their needs. Identifying these opportunities and developing the skills needed to interact with these customers can help you grow your business dramatically.

### *Did you know that:*

- 49.7 million disabled people in the U.S. spend 40 billion dollars on accessible products
- 21.5 million of these are working age individuals
- The population over 50 years of age amounts to an \$800 billion market
- This group controls 56% of all discretionary income
- They own 50% of all homes
- Over two thirds of 55+ households own single-family detached homes
- Nine out of 10 people age 70 and over live in conventional housing



One of the ways you can develop the skills needed to interact with this growing market is by becoming a CAPS Specialist. NAHB developed CAPS to provide comprehensive, practical information about working with maturing adults to remodel their homes for aging-in-place.

#### *As a graduate of this course, you will be able to:*

- Explain the three segments within the aging-in-place market that present business opportunities for building professionals.
- Implement a process for promoting new opportunities for products and services in the aging-in-place market.
- Enhance your sales process with effective techniques for the aging-in-place market.

The website for CAPS is <http://www.nahb.org/page.aspx/category/sectionID=686>.

The contact information for NAHB is National Association of Home Builders, 1201 15th Street NW, Washington, DC 20005. The phone numbers are 202-266-8200 or 800-368-5242 and the fax number is 202-266-8400.



Wellborn Cabinet, Inc. also has tools to help you grow your business. A segment on Active Living has been added to New Dealer Orientation, Authorized Remodeler and Sales & Design classes at Wellborn Academy. Also watch Wellborn's newsletters for information on Active Living webinars. Plus a Power Point training presentation is available on WAY at

[http://mes1.wellborn.com/cms/images/stories/users/lcharacter/Independent\\_Living.ppt](http://mes1.wellborn.com/cms/images/stories/users/lcharacter/Independent_Living.ppt)

Other helpful websites are:

- [www.abledata.com](http://www.abledata.com) 
- [www.aarp.com](http://www.aarp.com) 
- [www.easylivingprogram.com](http://www.easylivingprogram.com)
- [www.ada.gov](http://www.ada.gov) 
- [www.naipc.com](http://www.naipc.com) 
- [www.seniorhousingnet.com](http://www.seniorhousingnet.com) 

## Active Living - Design Basics

Universal Design in interiors is aimed to be usable by all people without a need to adapt for a specialized reason. Safety for the client is the primary goal. Consider fire exits, falls, burns, redundancies, communication and security systems.

# Home Accessibility Checklist

### General Tips

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#### Doors

- Do all the doors have 36" openings?
- Is there 18" maneuvering space on the latch side of the door?
- Are the thresholds less than ½" high?
- Are there lever handles instead of knobs?
- Is it hard to open the door?



#### Walkways

- Is there a second handrail for stairs?
- Are there extra grab bars where a fall might occur?
- Are the walkways at least 36" wide?
- When there is a perpendicular turn is one walkway at least 42" wide?



#### Finishes

- Is there use of contrasting color to symbolize change of environment?

- Does the surface reduce/prevent glare?

## ***General Tips*** *(continued)*

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### **Flooring**

- Is the flooring non-slip?
- Is the flooring seamless?
- Is it easy to clean?
- Are there any tripping hazards such as a throw rug?
- Is the carpet low pile with a firm padding?



### **Lighting**

- Are critical areas of the home well lit?
- Are there lights in the base cabinetry?
- Are there night lights?
- Are there rocker switches, dimmers or motion sensors for the switching?
- Are the switches mounted at 48" AFF?
- Are the outlets mounted at least 18" AFF?
- Can the client see out the window from a seated position?
- Can client lock and unlock the window?
- Would the client be able to use the window in case of emergency?

### **HVAC**

- Are the controls easy to read, access and understand?
- Are the controls mounted at 48" AFF?
- Are the filters easy to access and maintain?

## ***Kitchen***

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### **Walkways**

- Are the aisles at least 42" wide?
- Is there a 60" turning radius in the kitchen?

### **Base Cabinets**

- Are the cabinets 28"- 45" high?
- Do all the drawers have full extension glides?
- Does at least one corner cabinet have functional storage device?
- Are there lifts and pullout shelves to make storage accessible?



### **Wall Cabinets**

- Are the wall cabinets hung 15" above the base cabinet?
- Are there adjustable cabinets and lifts?
- Are there pullout shelves with cabinets deeper than 12"?

### **Cabinetry Hardware**

- Are there D rings, large pulls or magnetic latches to open cabinetry?

### **Countertops**

- Is the countertop made of low glare materials?
- Is there a contrasting edge to help in item placement?
- Are there cove splashes?
- Is there contrasting color with height changes?

## ***Kitchen*** *(continued)*

### **Sink**

- Is the knee space 24" high, 30" wide and 19" deep?
- Is the sink 6" shallow?
- Are the pipes insulated or have an apron?
- Is the sink's drain positioned in the rear?
- Is it an under mount sink?
- Does the faucet have anti-scald features?
- Is the faucet a loop or a single lever?



### **Appliances**

- Is there a 48" x 30" space in front of each appliance?

### **Refrigerator**

- Does it have 24" of landing space on each side?
- Does it have sliding or pull out shelves?
- Does it have more door storage?
- Are the controls easy to access?

### **Oven**

- Is it installed 15" - 54" AFF?
- Is it accessible on each side?
- Is it self cleaning?
- Does it have a 15" landing space above or beside it?



### **Range**

- Does it have front position controls?
- Does it have staggered burners?
- Is it accessible on each side?
- Does it have a 15" landing space on one side and 12" on the other?

### **Cooktop**

- Does it have front position controls?
- Does it have staggered burners?
- Does it have a 15" landing space on one side and 12" on the other?

### **Microwave**

- Is it installed 15" - 54" AFF with controls to or below 48"?
- Are the doors hinged, hatched or a reversible swing?
- Is there a 15" landing space above, below or beside the handle?

### **Small Appliances**

- Are small appliances, such as a mixer, placed on a pullout or lift shelf?



# Bathroom

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## Walkways

- Is there a 60" turning radius in bathroom?

## Lavatory

- Are the lavatories any higher than 34"?
- Is there 29" of knee clearance?
- Is there a 48" x 30" of clear floor space in front of the lavatory?
- Are there anti-scald features on the faucet?



## Shower/Tub

- Are there grab bars in shower?
- Are there anti-scald features on the faucet?
- Are there gated tubs or roll in showers?

## Toilet

- Are there grab bars around toilet?
- Is there 48" x 56" of clear space around toilet with toilet 18" centerline with a side wall?
- Is the toilet seat height taller than 14"?



## Flooring

- Is the flooring non-slip?
- Is the floor made of a low glare material?

## Ventilation

- Do the exhaust fans run on timers?

## Miscellaneous

- Are towel bars hung for the clients reach? (between 36" to 48")