

## ATTENTION TO DETAIL

# A Place for Everything

A stress-free day starts with an organized closet

BY SCOTT D. ELINGBURG | PHOTOGRAPHY BY HOLGER OBENAU

Stop me if this sounds like your closet: Shoes are thrown and piled on the floor, purses fall over on the shelves, and clothes are bunched together with no rhyme or reason. Some of your clothes are stained or missing a button, but you never know which ones, until you pull them out.

Or how about this? You are running in and out of several rooms to get ready in the morning, nothing is in its place. And all you really want is to have everything in one location, neatly organized and easily accessible. Maybe you'd like to see your closet divided into a "his" and "her" space. Perhaps

you would just like more storage in your already tiny closet.

### Enter Tailored Closets

These are just a few examples that Marty and Alane Whitaker, owners and operators of Tailored Closets, have heard from clients. And,





fortunately, they are able to offer a solution to each dilemma.

"A good designer is trained to use a space more efficiently. We understand the challenges people have with their space, and solve their storage needs," Marty says. "Whether they're frustrated with the lack of function and disorganization, or their items are stored in different areas of the home, they see the need to remedy this lack of efficiency. Some have an

odd-shaped space and they're not sure how best to use it. Each problem is different; a good designer will find a solution and tailor it to your individual needs."

Tailored Closets is a locally-owned and established family business that began out of what the Whitakers saw as a vital need—the need to help homeowners better utilize their space by designing and installing personalized storage solutions. But, for Tailored Closets,

their value-added is more than simply providing extra shelving or hanging space for clothes—they are convinced they offer a product that reduces stress and improves a client's quality of life. That's why their goal (and motto) is to "help you improve where you begin and end your day."

"When you're organized and there's a system, you don't begin your day frustrated," Marty says. "That's where we derive a lot of

*Bringing comfort to your lifestyle...*





We provide expert heating and air-conditioning service and equipment sales.

**843.769.4771**  
**www.myattandbates.com**

our satisfaction...from helping people."

**Why a custom closet?**

The benefits of a custom closet (or any other storage space) extend well beyond the aesthetic appeal, though, into areas not always appreciated by homeowners. Besides the positive state of mind that organization can bring, a custom closet can also increase the resale value of your home. And for homeowners who are looking to build a new home or remodel their existing home, understanding what makes a closet or storage space "efficient" can save money. Why? Because a "big" closet doesn't always equal an efficient closet.

"We educate people on how good design will achieve the best use of their space," Alane says. "Many homeowners may not realize it, but they're paying the same price per square foot for their closet as for the rest of the home. Then they find out that they've paid too high a price for non-efficient storage. Over the years it has become obvious that yesterday's wire or fixed shelving does not provide sufficient storage."

When designing a custom solution for clients, Tailored Closets first arranges a consultation with clients to learn what issues and problems they have with their storage. Several topics are addressed in the interview, such as their needs, requests and budget.

**Closet Considerations**

Tailored Closets provides attention to detail, personal interest and constant communication with each of their clients. The Whitakers stake their reputation—and their business—on your happiness.

For homeowners who are considering custom closets, Tailored Closets has the following tips:

1. If you are contemplating installing closets yourself, consider the cost of purchasing the product, hauling components home and installing it. Your time is valuable, and often the money you saved to "do-it-yourself" is not nearly enough to justify your frustrations.

*One of South Carolina's premiere outdoor arts events!*

13TH ANNUAL  
**Sculpture in the South**  
SHOW & SALE  
AZALEA PARK • SUMMERVILLE

- MINGLE & CHAT WITH OVER 35 WORLD-CLASS SCULPTORS
- FULL TO GIFT-SIZE SCULPTURES
- LIVE SCULPTING DEMONSTRATIONS AND DAILY LECTURES
- DORCHESTER SCHOOL DISTRICT II STUDENT ART EXHIBIT
- SCULPTURE COLLECTION TOURS
- CHILDREN'S ACTIVITIES
- SILENT AUCTION • LIVE MUSIC
- GREAT BARBEQUE AND MORE!

SATURDAY  
**May 14th**  
10am-6pm

SUNDAY  
**May 15th**  
10am-5pm



Admission: \$5/day  
\$7 for a weekend pass  
*Children and Students FREE with adult admission.*

**Event Held Rain or Shine!**  
Bring this ad to receive \$1.00 off one ticket.  
RV parking with reservation.





**Experience the Arts during Arts Education Week May 7-13**

- ★ Habitat for Humanity's Cottage & Art Tour
- ★ Celebrated instructors
- ★ Daily workshops & lectures for all ages
- ★ Emerging Student Art Show
- ★ D.R.E.A.M. Brown Bag Arts Lunch
- ★ Plein-Air Paint Out



Sculpture In The South • P.O. Box 1030 • Summerville, SC 29484  
askus@sculptureinthesouth.com • 843.851.7800

[www.sculptureinthesouth.com](http://www.sculptureinthesouth.com)

*Arts Education Week is made possible through the collaborative spirit of many local organizations.*

2. Don't simply knock down or move walls to increase the size of your storage space. Perhaps the issue is not the size but the best use of space. Why not enlist the help of a closet and storage professional? They're trained to design and use a space more efficiently. They'll measure your space and, taking your requests and budget into account, create a closet "tailored" to your individual needs.

3. Before selling your home, remember that custom closets have become a highly requested improvement by consumers across the country. This is because closets rank third in importance to home buyers—right after the kitchen and master bath. More and more realtors and stagers say custom closets give the seller an edge over homes for sale in their neighborhood.

4. Whether building, remodeling or just making some upgrades to the home, the benefit of a custom closet system is adjustability. Rather than being locked in by wire or fixed shelves, a custom system gives you the flexibility to move shelves up and down—or even to change out hanging space for shelving or vice versa.

Thanks to sources such as HGTV, more people recognize that the service Tailored Closets offers is not a luxury or "nice-to-have." It's an expected amenity.

From the moment they meet with their client, Tailored Closets' emphasis is on personal interest and attention to details. And because they are independently owned, the company has a strong interest in customer satisfaction.


"We strongly believe that a happy customer is our best advertisement," Alane says. "As a result, referrals have become an essential part of the success of our business." 🐾

FOR MORE INFORMATION

**Tailored Closets**  
843-696-0791  
[www.yourtaioredcloset.com](http://www.yourtaioredcloset.com)

*Scott D. Elingburg is a fiction writer and music critic who lives in Charleston, SC.*

THE FINEST DECORATIVE HARDWARE IN TOWN.



**FOXWORTH**  
DECORATIVE HARDWARE, LLC

304 Lucas St., Mt. Pleasant • [www.foxworth-hardware.com](http://www.foxworth-hardware.com) • 843.881.0827

PAINT YOUR HOME ONE LAST TIME!



**Rhino Shield**

- 25-Year transferrable warranty • 3m ceramic saves energy
- Over 10 times thicker than paint • Waterproof and breathable
- Won't chip, crack, peel or blister • Great for trim, rail and columns
- Bonds to wood, stucco, and hardiplank surfaces

PAINT DOES NOT STOP MOISTURE, CRACKING, ROT AND THE DAMAGING RAYS OF THE SUN.  
ADD PROTECTION AND BEAUTY TO YOUR HOME WITH RHINO SHIELD –  
**THE PERMANENT PROTECTIVE COATING.**

843-884-1992  
[WWW.RHINOSHIELD.NET](http://WWW.RHINOSHIELD.NET)