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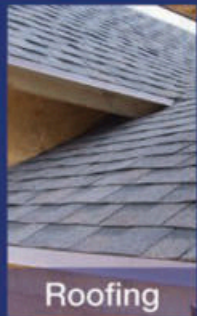
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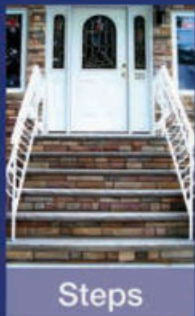
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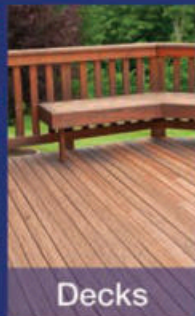
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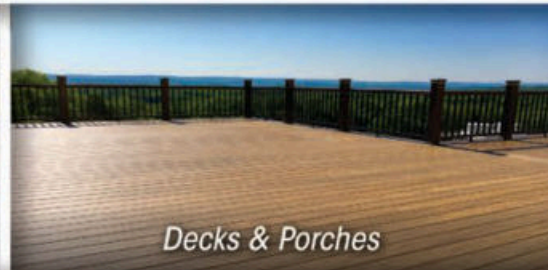
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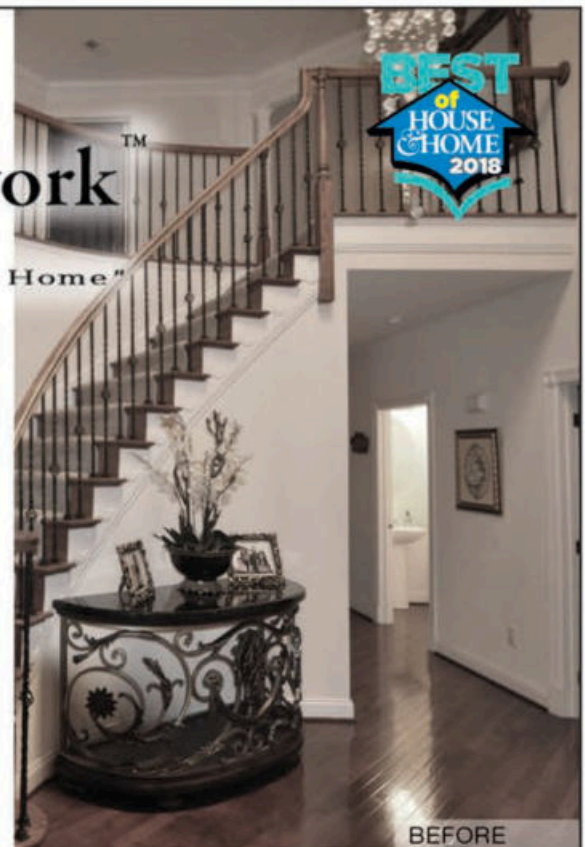
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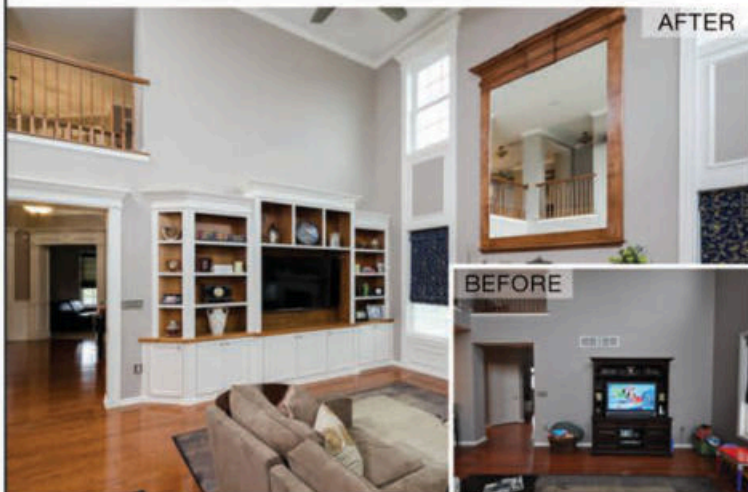
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Despite the frost on our windows and the gloves on our hands, our minds are already pining for spring and summer. To ensure we enjoy the most out of the warmer weather in a pool or on a deck, outdoor living space professionals say to meet with them now to ensure your yard is ready for opening day. Turn to page 14 for tips on turning those daydreams into reality.



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EDUCATIONAL ELEMENTS Edited by Liz Hunter

What to know about... Pantone's Color of the Year 2019: Living Coral

Late last year, Pantone made its much anticipated annual announcement of its Color of the Year. Living Coral is what the organization calls “an animating and life-affirming shade of orange with a golden undertone.” Pantone called out our society’s need for authentic experiences in an age where we’re constantly digesting digital technology. Living Coral has a playfulness about it, yet is common in nature, especially under the sea where few get to experience its vivid display.

“Color enhances and influences the way we experience life,” says Laurie Pressman, vice president of the Pantone Color Institute, in a press release. “As a shade that affirms life through a dual role of energizing and nourishing, Pantone 16-1546 Living Coral reinforces how colors can embody our collective experience and reflect what is taking place in our global culture at a moment in time.”

House & Home couldn't help but find out how to incorporate this hue into interior décor and furnishings. Here are a few elements, some subtle, some not, that may provide that certain pop of color you've been searching for.

Big Chill Slim Fridge in Salmon Pink

This brand is known for its nostalgic designs featuring the modern luxuries we've become accustomed to. Ideal for smaller spaces—think basement kitchenette—the 24-inch model has a stamped metal body and a pivoting chrome handle for a look right out of *Leave it to Beaver*.

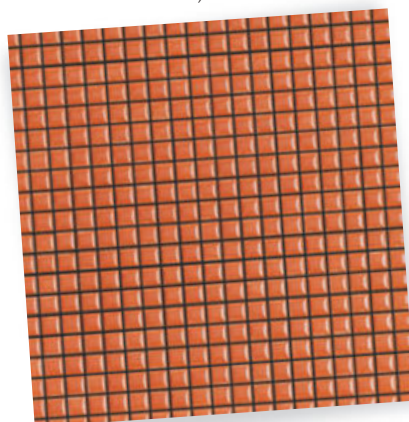
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more than 200 custom color options at BigChill.com for \$2,395)



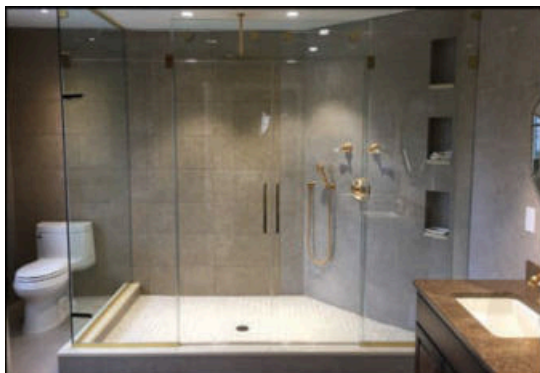
Nemo Tile + Stone, Diva by Appiani Collection in Coral

Tile is one of the best ways to invite color into your home, whether on a backsplash or in a bathroom, and this offering from Nemo Tile + Stone offers texture with its geometric pattern and is a bold focal point with a splash of whimsy. (Price available upon request at NemoTile.com)



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One of the leading manufacturers of removable, environmentally safe and friendly wallpaper, Tempaper's designs are sophisticated and trendsetting. Case in point, these prints—Flora (\$40/panel), Pom Pom (\$40/panel) and Flamingos (\$98/roll)—all feature coral hues for a nod to Pantone's color selection. (Available at TempaperDesigns.com)



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Deck Guardian

by **Lindsey Getz**

Imagine stepping outside of your home onto your beautiful new deck to grill up some dinner while your family lounges at the fire table nearby to keep you company as you cook. A deck provides you with an extension of your home with space that you can socialize with family and friends—all while enjoying the beauty of the outdoors.

Of course, none of this will be possible by the time warmer weather rolls around if you don't start planning for your new deck soon. Deck expert Ion Colbasiuc, owner of Deck Guardian in Somerset, says that from the time you start dreaming about your deck until you're actually sitting on it can be as long as two to three months.

Colbasiuc has been installing and repairing decks for the last 11 years, since launching his business in 2008. He says that it's quite common for homeowners to underestimate how much time may be involved in building a deck and stresses that it's important for homeowners to start the process early.

What is a realistic timeline for getting a deck built?

Homeowners tend to underestimate how long it can take to build a high-end deck. Chances are, you want something special, and that's going to involve a professional design and of course, permitting. Once a decision is made and you approve the estimate, it may take one to two weeks to get blueprints drawn by an architect—an important step so that your deck comes together the way you truly desire. Once the blueprints are complete, we can file a permit with the township which may take an average of three to five weeks to approve. Then



EXPERTISE: DECK DESIGNING AND BUILDING



Ion Colbasiuc, owner

you'll have to get on the schedule to start building, which may be another one to two weeks. Finally, the build itself may take about a week to complete. In total, you could be looking at as much as two to three months—which is why you must get on the schedule early. For us, by March, our schedule is already getting full.

How can homeowners choose the right size deck for their home?

While there are some general rules of thumb that you can follow, the fact is, it comes down to how you plan to use the space. It's generally said that a deck should be between 15 and 20 percent of the home's overall square footage—but everyone's needs are different. If you're just using your deck to grill and eat with your immediate family, a 300 or 400 square foot deck would be enough. If you want extra space for lounging, you likely need a deck between 400 and 600 square feet. And if you really want a deck with all the bells and whistles then something 600 to 800 square feet or even bigger would allow you to do that.

What should homeowners know about wood versus composite?

One of the most common questions we get

is about which material is better—and most homeowners want to know about the cost. A lot of people believe that composite is twice the price of wood but that's only true of the material itself. The labor is generally around the same. When homeowners realize what they're getting for investing a little more in composite, they often decide it's worth it. While natural wood can be beautiful, most people don't have time to maintain it. After all, these days homeowners are busier than ever and have minimum time to dedicate to tasks around the home. Wood decks need regular pressure washing, painting and staining. By spending a little bit more, you can have a deck that is virtually maintenance free.

How can homeowners find the right contractor for the job?

My best recommendation is to choose a company that is dedicated to building decks—not just your average contractor that “does it all.” Decks are more involved than people realize, particularly high-end decks with all of the bells and whistles. Use the internet to your advantage and check up on their reputation and experience. Make sure you're working with a legitimate company. The last thing we like to see is people get burned because they chose the wrong company. **H&H**

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A Perfect PLAN

The sooner you start planning your outdoor space, the sooner you'll be enjoying it.

BY LINDSEY GETZ

While we may be in the thick of winter, the professionals who design and install outdoor living environments are already getting a jump on their busy season. In fact, many of them already have jobs lined up for the spring and have begun the important process of planning for and designing these projects. If you're looking to have an outdoor living space added to your home, then it's time to start planning.

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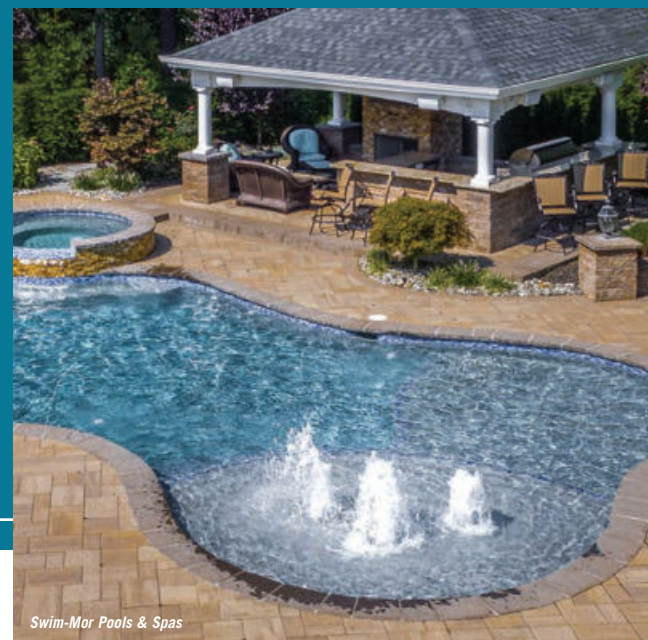
The experts all agree that planning for a large outdoor living project is best done in the "offseason," when there is time to devote to developing and perfecting the design. Chris Bianciella, co-owner of K & C Land Design and Construction, says that the project's design is one of three key reasons to start planning as soon as possible. Budget and permitting are the other two reasons to plan ahead.

"By putting time into the design, you can figure out exactly what you want to do," he stresses. "Good design can take some time—and sometimes involves back and forth with the homeowner—so it's best to perfect the design in the offseason. The second reason to start in the winter is to plan for your budget needs. And finally, the third reason it's important to start early is the fact that permitting can take time—sometimes a couple of months. It's better to start that process now instead of using up time that your project could already be underway."

"Honestly, early planning is proper planning," adds Dean Stafford, owner of Dean's Landscaping. "Without exception, every successful project begins with proper planning. A projected timeline



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Swim-Mor Pools & Spas

for the duration of the project and an anticipated start date are both must-haves. All homeowners should be aware that delays due to weather, scheduling and unforeseen hidden problems on the job site can and do happen—and it's wise to allow for these possibilities.”

Andy Sykes, CLP, PCH, president of Garrett Churchill, says that the goal in any outdoor living project is to “create a space that will be utilized to the fullest.”

He agrees with Stafford that achieving this goal all starts with planning.

“One of the first questions that we ask is, ‘How will you use the space?’” Sykes says. “It’s so important that the space is functional. As we determine how the space will be used, we start the design process, which involves working out all of the details and lots of back and forth. You have to expect that a process like this is going to take time.”

Mike McCool, general manager of Swim-Mor Pools & Spas, says that the same principles apply to adding a pool to your outdoor space. It takes time to put together a design and go through the permitting process for a project like this. At Swim-Mor, designs are rendered in 3D which takes a lot more time than a quick sketch on a piece of paper.

“If you want to be swimming by Memorial Day weekend, this is not something you can put off,” McCool urges. “If you wait until March, you’re looking at July 4th—at the earliest. The more complex your pool is, the more time-consuming the design is. It makes sense to use the winter to work on it and get your permit approved. Then we can break ground as soon as the weather breaks.”

NEW YEAR, SAME TRENDS

In terms of what’s on homeowners’ wish lists for 2019, the experts we spoke to say that the same trends which have been gaining popularity for several years now continue to build steam. Generally

speaking, the trend is toward complete outdoor living areas with lots of amenities. Homeowners are looking for more than just a patio but want all the bells and whistles to go with it.

“It’s hard to nail down a trend toward one or two things because it’s the whole package,” says Bianciella. “Homeowners want the fire feature, the outdoor kitchen and maybe even something to provide permanent shade like a pavilion. They want an outdoor living room where they can spend lots of time with their family and friends.”

For many, this really does come down to the amenities and features of the space. Without these add-ons, you might have a great patio, but not get as much use out of it as you’d like.

“The newest trends are building on existing outdoor environments with shade coverings such as pergolas, cabanas and colorful sun-sails,” says Diane Marrazzo, co-owner of Marrazzo’s North River Landscape. “Outdoor showers, outdoor media centers and sound systems are also hot this year.”

Stafford adds that it’s about “personalized space,” which is something that Dean’s Landscaping has built a niche in.

“I’ve not met anyone who doesn’t appreciate being listened to and having their hopes and desires brought to life through intelligent design,” says Stafford. “Obviously, each homeowner’s tastes vary somewhat, and each project is its own story. We built quite a few projects last season that offered permeable pavements, fireplaces, kitchen areas, lighting options and water features of all sizes.”

But Stafford says his favorite finishing touch is the plantings in and around the newly created living spaces.

“Plants create an inviting environment to the space,” he says. “They can really be tailored to every taste, both metaphorically and

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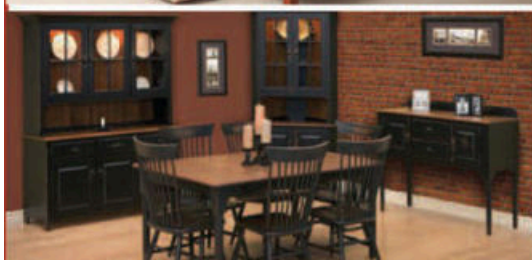
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A Perfect PLAN

literally speaking. Kids are always amazed to have healthy and beneficial insects and birds in their backyards. Butterflies, hummingbirds, songbirds and even cool-looking praying mantises are all welcome inhabitants.”

In terms of pool trends, McCool says there have been two key pool trends he’s seen for quite some time.

“There have been two drastically different types of people when it comes to homeowners that want pools,” he says. “They either want the rectangular, very modern pool or they want a freeform, very natural pool. By far, those are the two most popular styles and they are polar opposites. Most of our clients tend to fall into one or the other category.”

OLD BECOMES NEW

Of course, not every outdoor living project is a brand-new endeavor. It’s important to note that many projects are also renovations of existing spaces.

Sykes says that the company does a lot of repair work.

“Unfortunately, this is often due to the fact that the original contractor didn’t do their job properly in the first place and pavers are failing,” Sykes says. “If a patio was built improperly, we can come in and fix that. We also get renovation work to switch out materials, such as upgrading a paver patio to natural stone. And we’ve even extended some patios, giving the homeowners a bigger outdoor living space.”

Marrazzo says that often times a good cleaning is all it takes to correct a dingy patio that has an outdated appearance.

“Simply power-washing and reapplying polymeric sand over weather-worn pavers or natural stone in patios, walkways or front entryways is enough to clean-up old surfaces and make them look and feel

like new again,” Marrazzo says. “The process is recommended by the Interlocking Concrete Paving Institute (ICPI) every three to five years or as deemed necessary by the homeowner in order to maintain the integrity of the installation.”

McCool says that Swim-Mor has also done some pool renovation work, updating pools that are 10 or 20 years old with newer materials.

If you’re feeling like your outdoor living space could use some revamping, it’s definitely worth exploring your options. After all, you ought to be able to enjoy your outdoor space to the fullest.

“When you spend a lot of time outside, it’s easy to start seeing ways that you could make your space better,” Bianciella says. “We definitely get calls from homeowners who are tired of having a small or awkward patio and really want a space they can use to the fullest.” **H&H**



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Everything

Organization experts discuss the ways homeowners are taking **closet design** to the next level.

When it comes to home remodeling, year after year the big-ticket item is kitchens. As the heart-beat of the home, this only makes sense, as homeowners want to make their kitchen a functional showpiece that will serve them well for years to come.

There has been a shift over the years, however, for more personal parts of the home to also receive coveted upgrades. As families are staying in their homes longer and putting more of their own touches on spaces they may not have before, spaces that previously had gone by the wayside are being noticed—including closets.

“You can do so much now with closets,” says Nadine Holtz, vice president of Closets By Design of Northern NJ. “We’ve made a niche now. People love having their closets done. It’s like getting your kitchen done; it’s something people really want to do.”

By Amanda Hamm Hengel

Image courtesy of Closets For Less



g

IN ITS PLACE



Everything IN ITS PLACE

To get a better idea of what is available in closet designs today, we spoke with our experts about what goes into re-doing this space and just how updated the extra touches have become.

The process

If a homeowner decides to out-source the upgrade of a closet, the preliminary process is basically the same with every design company. It begins with an initial consultation, whether it's in person or over the phone, so the designer can get a better idea of why the homeowner is looking for a remodel in the first place.

"The process begins with the client calling into our customer service department, where one of our representatives will schedule a free in-home consultation with one of our trained designers," explains Christine Kazigian, marketing manager for Closets By Design Exton. "When the designer arrives at a client's home, the first thing he or she determines is the true reason the homeowner called.

"The reason often varies," she continues. "Maybe the homeowner wants to create more space, they can't find what they need when they wake up in the morning or the frustration of clothes piling up. The idea is to create a space that simplifies the client's everyday routine."

Along with the reason for the upgrade, Dave Schaefer, purchasing manager with Innovative Closet



Image courtesy of Contemporary Closets

“The idea is to create a space that simplifies the client’s everyday routine.”

— Christine Kazigian, marketing manager, Closets By Design Exton

Designs, says there are typically several other points discussed during the initial interview.

"Our process starts with an in-home measuring and design consultation with our design staff," he says. "During this meeting the customer's needs, style and budget are discussed, [along with] how to best cater to all three in the space provided.

"Our design staff then reviews the project with their inside sales staff so that the project can be drafted and quoted," Schaefer notes. "We then send the quote

of the proposed storage solution and 3D drawing to the customer for revision or approval. We manufacture all of our closets here in-house, so everything is custom fit for the client."

With design in hand the length of the construction phase varies depending on the project, but a homeowner can expect to have a new place to store their belongings within a few weeks with most companies.

The options

Of course, updating a closet is not as simple as only having to figure out how much space is needed for hanging clothes and storing shoes. What type of knobs will be used for drawer-pulls, if the shoe shelves should be slanted and how accessories will be displayed, among other options, are all choices that need to be made.

"The accessories and the different hardware; all the different metals you can choose from," Hotlz explains about all the decisions that go into designing a personalized closet. "There are even ball bearing slides you can get for drawers now so that they soft

close—like the cabinets you can get in kitchens now—and they don't slam."

Even the colors used in the closet need to be considered, and this decision isn't as straightforward as it used to be, either, says Aaron Lewis, owner of Closets For Less.

"We have noticed a trend in that clients are preferring to go with a wood grain look rather than straight white," he says. "Also, they want more of the accessories in the closet—belt racks, tie racks, jewelry drawers, valet poles, locks on the drawers—for example."

Seth Rappaport, vice president of sales for Contemporary Closets, says there are also more high-end touches that homeowners may consider, including a bench or crown molding and an island—though most don't have the space for it.

"Glass doors also give a nice touch, a sort of elegance that doesn't close a closet off," he adds. "They offer beauty and it helps to keep dust off clothes."

An important factor to note is that the options available really depend on the homeowner's budg-

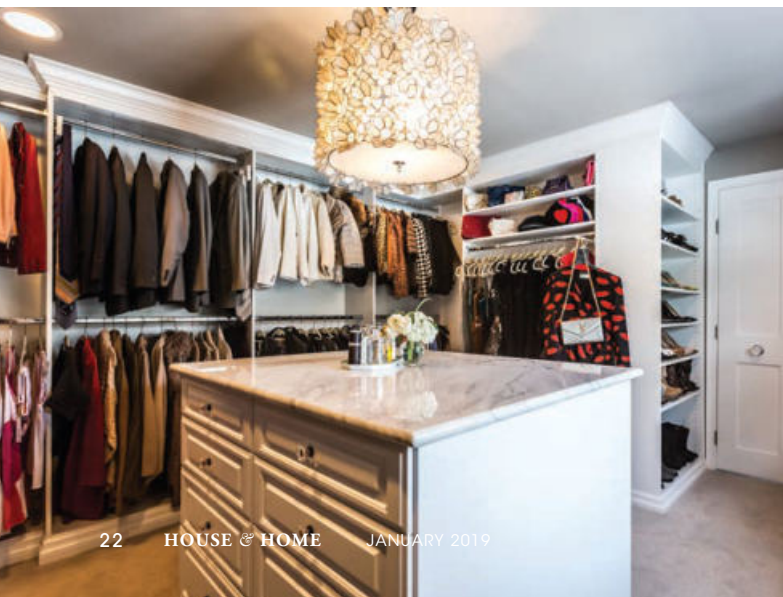


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Everything IN ITS PLACE

et and the expected outcome of the space, Kazigian says.

"Projects range from functional to fanciful," she adds. "We are able to work with our clients' budget and create a space specifically for their needs."

"We've done closets for \$900 up to \$100,000 and everything in between," Kazigian continues. "We've created islands that roll on wheels, units with chandeliers and granite counter-topped islands and closets with spaces specifically for accessories. ... We are able to create functional spaces for a reasonable price, however, when it comes to high-end touches, the opportunities are endless."

The results

While the reasoning behind a closet remodel will be different for every homeowner, with its completion, each homeowner should have a new space they are happy with.

"It is a process that will make their life a little more organized and will help them start their day off in a brighter way," Lewis says.

Of course, a closet does not stay clean and organized on its own, and as Rappaport points out, it will take some work on the homeowner's part to maintain the peace in the space.

"I can give you the tools to be organized but if you refuse to put your clothes on a hanger it's not going to help," he says, adding, "Even doing something as little as going out and getting all the same hangers that match—this makes the closet look so much cleaner and it's not something you need to spend a lot of money on—can make a huge difference in the look of the space."

The best part is that this type of calm and organization does not need to be reserved for one part of the home, says Eugene Koval, manager of Home Trimwork. It can be extended to the home's entertainment unit, the pantry, the home office—anywhere organization is necessary

but may be a little lacking.

"We do a lot of entertainment systems," he says. "People want more usable space so they do built-ins on the sides of their TV where they can store their equipment and make it look cleaner."

"Or they do bookshelves, which offer a place to display," Koval continues. "On the bottom, they can use base cabinets for storage."

As with most home remodeling projects, it's critical to consult with a number of companies to find the right closet designer for you, Schaefer concludes.

"It is important to find a closet company that is not afraid to customize your closet to suit you," he says. "Think of what you want your closet to do for you and then see how the designer takes that information into consideration when designing your space. See how each company you consult with caters to your requests and go from there." **H&H**



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Now is the Perfect Time to Organize your Cluttered Garage

When it comes to cleaning, most people focus on kitchens, bathrooms, closets and basements, overlooking a key component of the home: the garage. It's the primary entry for the majority of homeowners, family and friends. Yet, it's often a catch-all for bikes, sports gear, tools and more. With so much foot traffic, clutter looks unsightly, and creates safety concerns and stress as well. A well-organized garage improves access to your home, and you wind up with more efficient storage space than you realized you had while making this year's cleaning easier than ever.

Les Hutton of GarageTek of North and Central New Jersey says a garage makeover can make a big difference. "Removing clutter is at the top of everyone's list, and the garage is a great place to start," he says.

"Homeowners need to easily locate their seasonal items during this transitional time, when summer items are still being used, but also to get fall gear ready—rakes, leaf blowers, etc., as well as golf and fishing gear. Kids will also need to be able to reach their toys and easily put them away after using them."

GarageTek can help you take a fresh look at your garage and make it truly functional. "As part of our garage makeover services, we will help customers assess their space, figure out what should be kept and what they should get rid of," says Hutton. "Once we know what items are staying, we present and deliver cost-effective organization and storage solutions."

GarageTek offers flexible systems of hooks, shelving, cabinets and fixtures to get used items—

like bikes, beach equipment and tools—

up and out of

the way. Special

hooks, racks and

baskets are available

for everything from surf boards

to scooters to golf

clubs. Hutton

says, "Imagine

getting ready

for practice

and going to

a dedicated spot in the garage where all of the gear is safely stowed. It removes stress and gets you out the door in a better mood and on time."

He adds that an organized garage is much safer for kids, who are often injured when they trip over something left on the floor. "We help make the garage a safer place for the entire family to use."

And homeowners don't have to do the whole garage at once. You can set small goals, like organizing one wall at a time, or getting the car(s) to fit in. "We have an endless choice of designs and solutions that can address your needs and fulfill your goals throughout the year," Hutton says.

Homes with a clean, organized garage create a real wow factor for visitors—and potential buyers—who see this unexpectedly finished, clutter-free space as a positive reflection on the entire property. GarageTek of N&CNJ recently earned the coveted Angie's List Super Service Award, reflecting exemplary service to members. "We are extremely grateful to our thousands of satisfied customers, including many Angie's List members, for their continued support over the past 13 years," says Hutton. **H&H**

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The customers keep us motivated. We are part of this community and we realize the importance of the services that we are providing. Nothing is more satisfying than seeing a customer fall in love with their home again after the completion of a project.

What do you find most rewarding about this industry?

It is so rewarding to have a career in which you work to make things better. I know that when we replace a homeowner's windows, doors, and/or siding, the result of our work will be a more attractive exterior, an increased value, and most importantly, improved energy efficiency.

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With cold weather making its impact on the home, there are still great ways to save energy and money.

We spend a lot of time at home, so we want to be comfortable. But between drafts and ineffective materials, while we may love our house we don't always love the way it makes us feel. Luckily, there are upgrades, smart changes and long-term fixes that help stop the loss of precious energy (and dollars) through energy-inefficient homes.

LATEST TECHNOLOGY

Sam Litwin, of The Insulation-Heating & Cooling Group, says there is exciting new tech out there that can help. "The market is forever changing, so homeowners have to ask themselves, what gets them the biggest bang for their buck?" Litwin says that in order to figure this out, people *must* do an energy savings/comfort assessment

audit on their home. "It's like doing a blood test at the doctor. It helps you learn where any problems might exist."

He says the audit covers four areas: your home's health (indoor air quality, areas that could be a breeding ground for mold); your home's safety (testing for carbon monoxide, natural gas leaks); your home's comfort (drafts, seeing if

some rooms are colder than others); and your home's energy efficiency (making sure it's maximizing savings).

While drafty windows are a good indicator of a lack of energy efficiency, James Russo, owner of Lawrenceville Home Improvement, says that in an effort to cut costs, sometimes homeowners will choose window options that will



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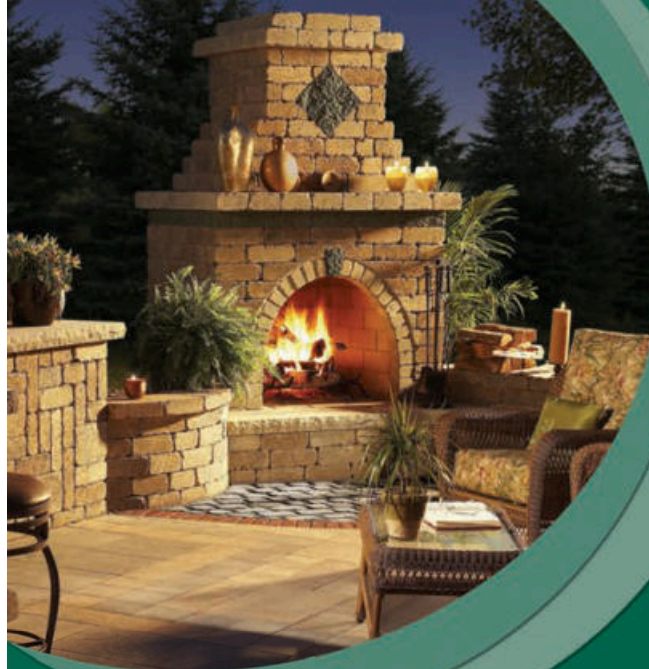
need to be replaced in 15 to 20 years. "These will lessen in energy efficiency as time goes on," he warns. He says fiberglass has been a game-changer in replacement window energy efficiency, since fiberglass windows are stronger than vinyl and wood window options and offer superior energy efficiency.

"Unlike wood and vinyl

windows, the expansion and contraction rates of fiberglass windows are negligible. When a window expands and contracts over the changing temperatures of the seasons, its fit can become compromised," he says. This could lead to drafting, where your heated or air conditioned air is escaping. "You are using more energy to keep your home

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comfortable and are wasting both energy and money as a result.” And because fiberglass windows hold their fit, your home will benefit from maximum sustainability, he says.

“In the area of building materials there is and has been a push to make products more energy efficient,” adds Ned Scheffler, sales for Chapman Windows Siding & Doors. The biggest advancements are in glass technology, including using Low-E glass (covered in a

transparent microscopically thin coating that reflects heat), laminated safety glass that holds together when shattered, almost UV-eliminating glass tinting and solar-powered shades, he says.

Jacob Echevarria, president of Window World of Philadelphia, agrees about the developments in window technology. “The best investments depend on how long a person plans on staying at their house. Less than three years, people should invest

in double-pane windows with Argon gas; more than three years, people should invest in triple-pane with Argon gas; and more than 15 years, people should invest in triple-pane with Krypton gas,” he says.

PRODUCT UPGRADES

“Proven time and again, the No. 1 thing to do is invest in insulation,” says Litwin. This is followed by considering smart thermostats, windows, equipment

(heating and air) and appliances. Another good choice is mini-blinds/curtains, which are energy efficient because they reflect heat, he says.

In addition to choosing a fiberglass window product, Russo suggests homeowners explore the various advances in glass construction. “Most windows are double paned, which in itself is greatly superior to the antiquated single-paned versions. The double pane allows for the space between to be filled with an insulative gas. Furthermore, many double-paned windows offer Low-E coating to enhance the deflection of UV rays that can fade the interior furnishing of your home and preserve energy efficiency,” he says.

Scheffler backs that up, pointing to two specific upgrades for doors and windows. One is double Low-E glass, which cuts the thermal performance U-Value; and the second is skylights with Low-E, laminated glass and solar-powered light-blocking shades.

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GOVERNMENT ASSISTANCE

While there were government tax credits available in 2018 for energy-efficient home improvement projects, it's not clear whether these will be renewed in 2019, says Russo. "Tax credit or not—putting off the replacement of inefficient windows will hurt a homeowner's bottom line," he says.

Both New Jersey and Pennsylvania offer tax credits and rebates for upgrading heating equipment and old appliances, says Litwin. "There's the NJ Clean Energy Program, and there are similar programs through PECO and PPL."

Echevarria says the current government programs offer about \$50 for using energy-efficient replacement windows. "The window must be under .30 U-factor to be considered energy efficient," he says.

"There is also a tax credit for solar-powered skylight operation and light-blocking shades," says Scheffler. This means a 30 percent tax credit for the skylight, solar-

powered light-blocking shades and the labor to install the skylight.

21ST CENTURY ADVANCES

One of the biggest advancements is how intelligent items are getting. "Products are getting 'smarter,'" says Scheffler. "Velux skylights have an app to control your skylight from anywhere in the world or open or close shades by programming." Their solar-powered operating skylights will close if rain is sensed, he says.

Litwin agrees, saying that using smart home products means you can heat or cool the areas in your home where family typically congregates long before they even get there.

"Products are definitely getting smarter because the consumers are getting smarter," says Russo. "My father and my uncle, who ran this business before me and my cousin took the reins, would rarely have customers grill them on whether or

not a product was green or what the Energy Star rating is, but customers are coming in with more and more of these issues on the top of their lists. Products are being developed and enhanced every day to meet the growing demand and need for sustainable products that will save the homeowner money and help to preserve the environment. Fiberglass windows are a prime example of this."

One very cool area of sophistication, says Echevarria, is another surprise. Low-E tint can identify solar ray angles so that when the sun is at a high angle (in summer) it reflects the rays from heating the homes, and when the sun is at a lower angle (in winter) it allows the heat to enter.

The options to save energy and money are plentiful and the results are heartening. New technology, better materials and a focus on being proactive can make all the difference in the comfort level of your home. **HCH**



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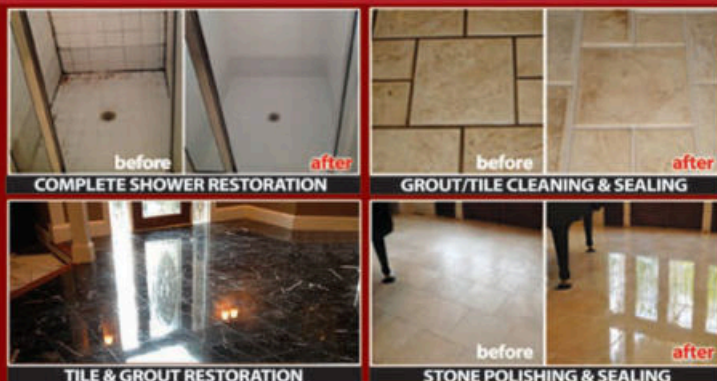
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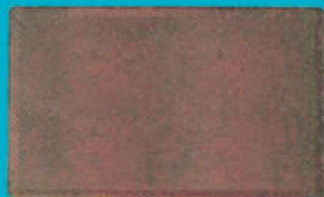
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