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Volume 20, Issue 7

Philly Home Show Guide

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about this year's event / page 33

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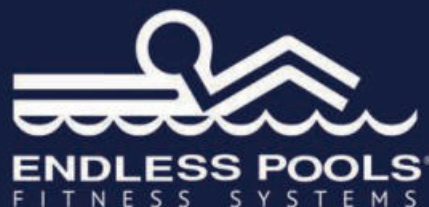
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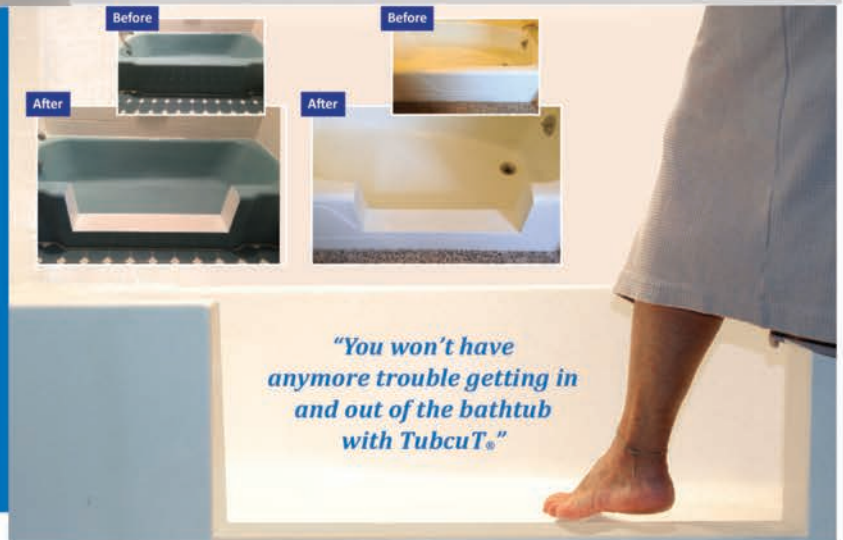




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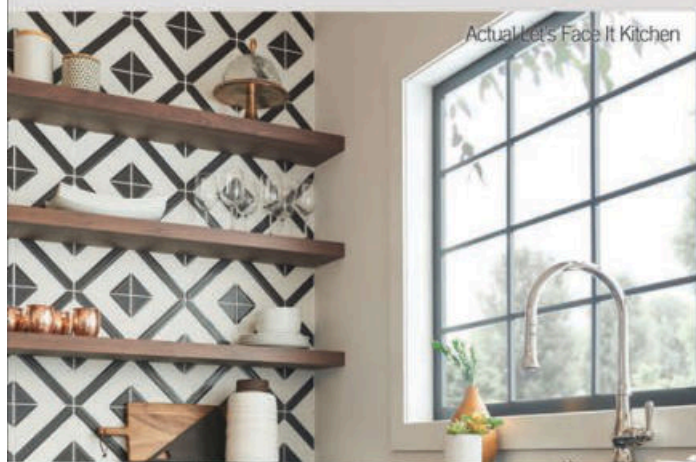
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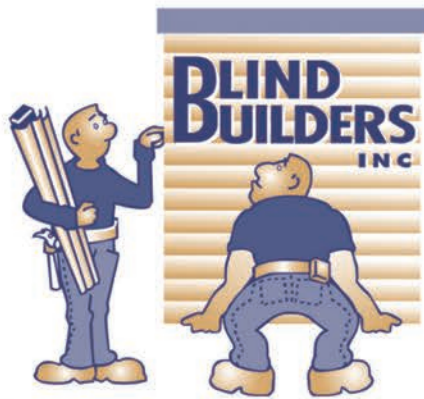


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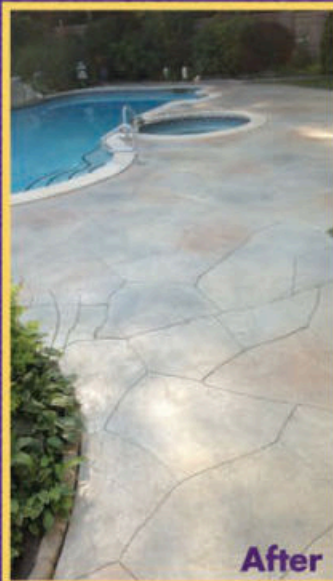
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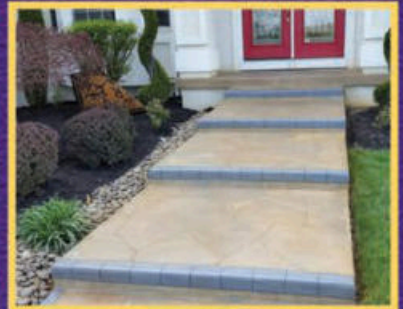


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Nyce Crete and Landis Block & Concrete has been supplying commercial contractors and homeowners alike for over 70 years.

When it comes to projects at home, having the best material out there is sure to result in a high quality outcome. Pride and satisfaction are just two words that family-owned Nyce Crete and Landis Block & Concrete use when talking about the result of jobs at your home.

"We supply people with Cambridge Pavers made with ArmorTec," says vice president Jarrod Nyce. "They are a company based out of Lyndhurst, N.J., that we are in partnership with. We help manufacture products they sell and we sell all of their product line."

Why does Landis Block choose these pavers over another? It's simple. Nyce says this company is one of the best up-and-coming with their products. "They are breaking boundaries and bringing out new and changing products all of the time," says Nyce. "They just seem to be on the cutting edge of a lot of really cool stuff."

If you are a homeowner with an expanded color palette, look no further than working with Landis Block and Cambridge Pavers; they have 25 different color pavers to choose from so even the most eccentric color tastes can be satisfied.

Nyce believes that their products are exactly the quality you would expect for the price point. "There's two other big-hitters on the market and I think Cambridge offers just as many colors and quality as they do," says Nyce, "... just at a better price."

Cambridge even offers a lifetime guarantee that the colors in their pavers will never fade.

Landis Block helps homeowners make a decision and figure out if they can handle their projects on their own or if they will need a contractor to see the job through for them if it is too great.

"[For] a lot of projects, if people have a little bit of gumption behind them, they can get it done. But, when you get above maybe 500 square feet, you might have to start thinking maybe you need a contractor to

help you out," says Nyce. "People don't think about how much material they have to remove and re-put back into the job site or the area they are working on."

Which is why Landis Block provides their customers with their preferred contractor list of local companies in their area who will come out and get their job done properly with no problems. "We stand behind [these companies]," says Nyce.

Customers can see everything Landis Block has to offer at their showroom located on County Line Road in Souderton, Pa. "We have tons of displays of all different types of products, colors, photographs and everything we have sold throughout the years," says Nyce. Whether it is landscaping products, brick and stone-front houses or even stucco and masonry for the home like concrete stains, texture and stamps, the showroom is the place to see it all first-hand to start making decisions for your own home projects.

Landis Block even offers products for the winter season. They offer de-icing materials if it's a bad winter and a lot of sealers for concrete, brick and stucco. Nyce informs us that these all need to be sealed just like wood does every 5 to 10 years which is why they sell a broad spectrum of sealers and protectants for all of your outside masonry.

So, why choose Landis Block? Two words: customer service.

"We've been around for a long time and we're a family-owned and operated business. Our only thing that we really have going for us is our customer service and good quality materials. We stand behind everything we sell and we push everything really well," says Nyce. "If there is a problem we make sure it gets taken care of and we fix it. There's just no question about it; we want to make sure our customers are happy at the end of the day."

Whether you are a DIY enthusiast or a professional contractor, Nyce Crete and



Landis Block & Concrete is your go-to company in supplying the selection, quality and competitive prices for all of your in-home or commercial projects. **H&H**

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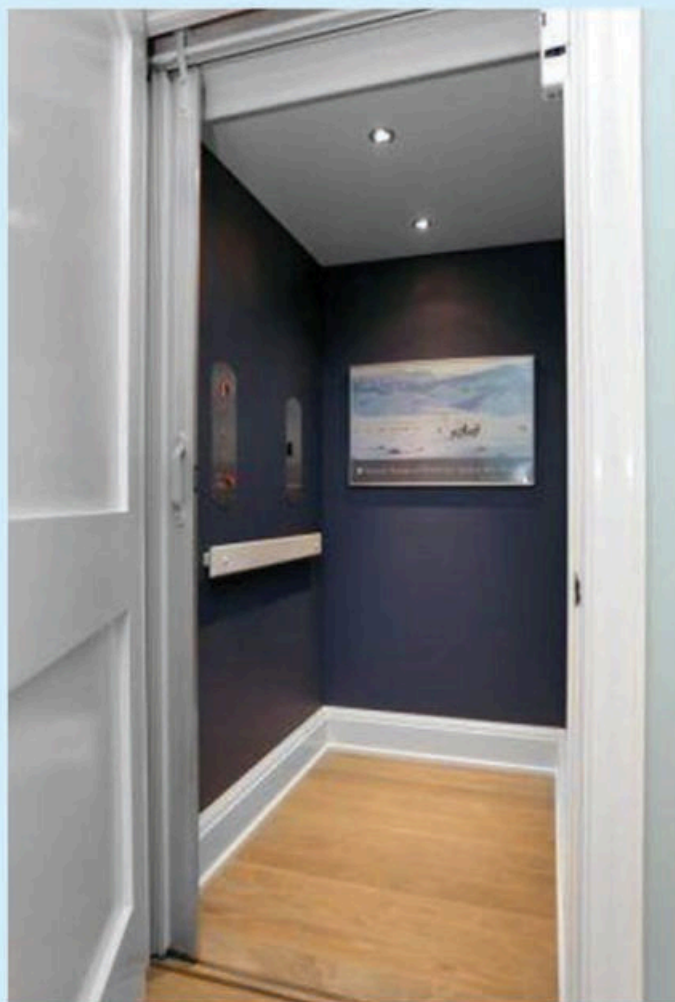
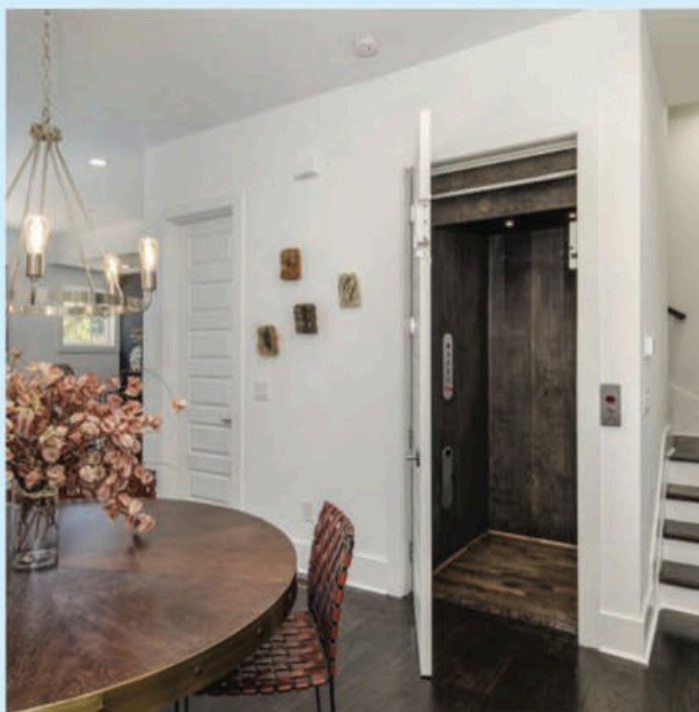
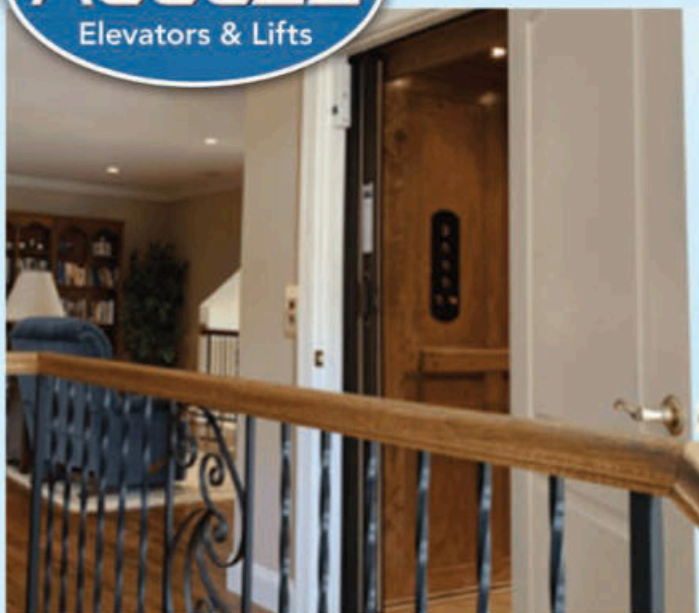
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Take the Worry out of Winter Storage

Closets by Design knows how to organize any space and make it manageable for years to come. *by Lauren Kubiak*



With winter comes heavy coats, sweaters, blankets, boots—and it all takes up more space in our homes. Closets by Design can help maximize your space to fit your entire winter wardrobe.

And now that the holidays are behind us, the new year is a perfect time to fulfill that resolution to get organized.

“It is common for our clients to request a hallway closet for their seasonal coats and accessories, as well as express their need for added room to store their wide variety of gear,” says Christine Kazigian, marketing manager at Closets By Design. “At Closets by Design, we love to show our clients the true potential of their space.”

Closets by Design has been fulfilling customers’ organizational needs for over 30 years whether it be in closets, garages, home offices, entertainment units, wall beds or pantries and the list continues. The pioneer company in home organization will take any chaos into their own hands and turn it into an enjoyable space day in and day out.

If you’ve ever uttered the phrase, “I have a closet full of clothes but have nothing to wear,” then Closets by Design should be your next phone call. Kazigian says that their customers often say this phrase and that is

when their design team comes to the rescue. To fix this issue, designers will take into consideration the customer’s daily routine and assist the client with completing an inventory of their wardrobe. After all, this is a true custom experience, where their main focus is functionality.

For this season’s bigger, bulkier items like blankets, sweaters and coats, the company can install double-hang rods, shelving and deep-set drawers so everything fits

neatly and is easy to access. Customized lighting makes the closet feel like a boutique, highlighting your wardrobe and accessories. Granite and quartz countertops complete the luxury feel of the space.

Closets by Design can make life more organized and get 2020 off on the right foot. Kazigian says mudrooms can be a helpful intermediate spot between the outdoors and the home, with hooks for coats and backpacks, bins for gloves and hats and a designated spot for boots so snow and salt are not tracked into the house.

Garages will also be getting more use in the cold weather. If you’re anything like the average homeowner, clutter prevents you from pulling the cars in to keep them free of ice and snow.

“We can transform your garage into a chaos-free environment. We offer customers garage flooring that is non-slip and fade resistant. Dirt, debris and liquids will drain through, keeping the surface of your floor clean and dry month after month. We also provide garage wall organizing systems, where you can store your snow shovels and sleds to avoid cluttered space on the ground,” says Kazigian. “Lastly, we offer custom garage cabinets to fit the needs of any home. These cabinets allow

for all types of storage for organization.”

Clients often say their new garage system changed their life. “A clean and organized garage allows for peace of mind. Customers are thrilled that they are able to store their snow maintenance and yard equipment, shovels, shoes and toys off the ground and can walk through their new space with ease and satisfaction,” she says.

The company has been owned locally by CEO Charles Waterman, houses over 100 employees with no need to bring in subcontractors and provides a lifetime warranty on any project. The customer can feel safe knowing they hired a trustworthy business to work in their home.

“Our installers go through a full background check and detailed training to ensure customer satisfaction and a trusting relationship. Our installation team’s philosophy is to be quick, courteous and clean while removing the homeowner’s existing materials,” Kazigian says. “After all, the customer has invited us into their home; we want to ensure that they are getting quality service.”

Whether knowing where your favorite blouse is, walking on a clean garage floor to get to the car or using a pantry with all of the food and none of the mess, Closets by Design is the go-to guide for not only an organized lifestyle but for an appealing space.

Closets by Design offers each client a complimentary in-home consultation to determine the exact needs for each storage challenge. With regard to budget, Closets by Design will work with each client to provide a complete portfolio of storage solutions with a wide variety of price points. Closets by Design can even provide financing options for the project. At the end of the day, this reputable company makes the client a top priority and will leave customers with a smile and love for their new organized space.

Kazigian says, “We pride ourselves on our first-class quality, ensuring that customers are pleased with the outcome.” **H&H**



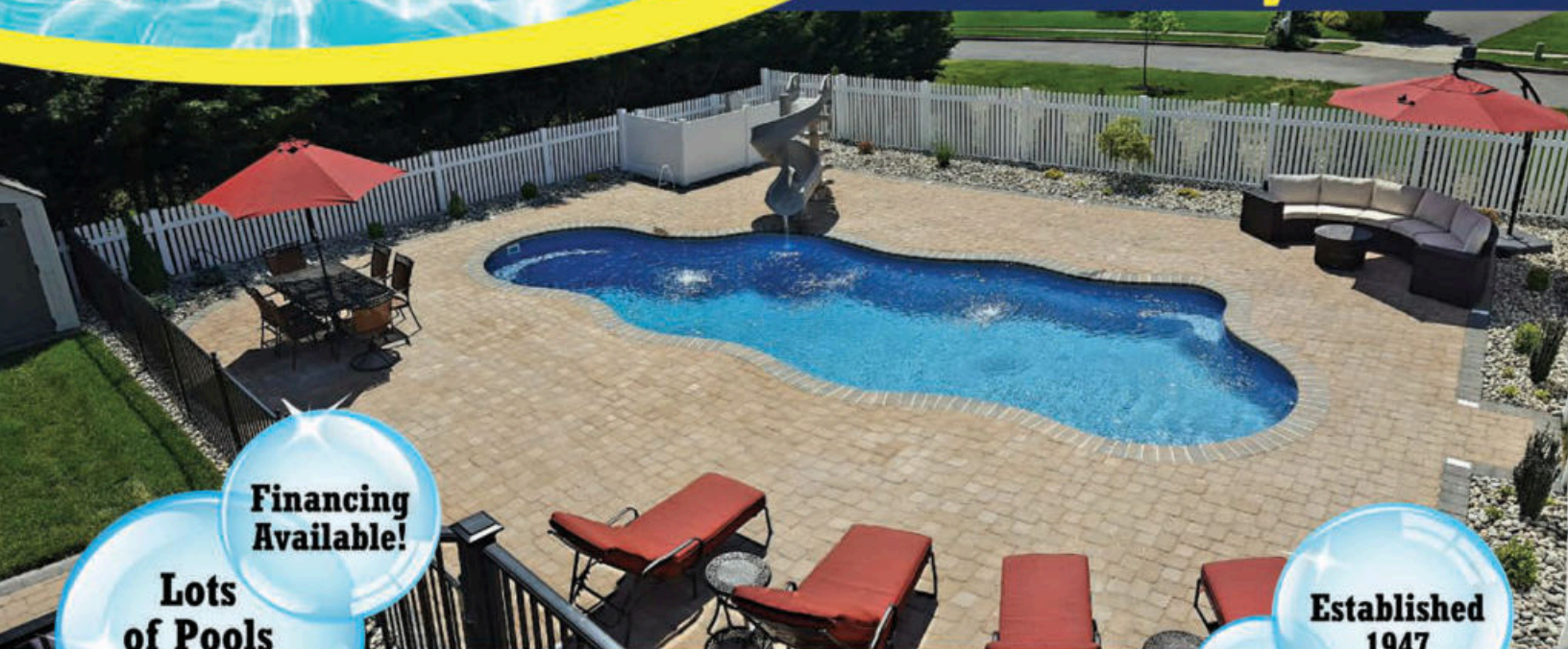
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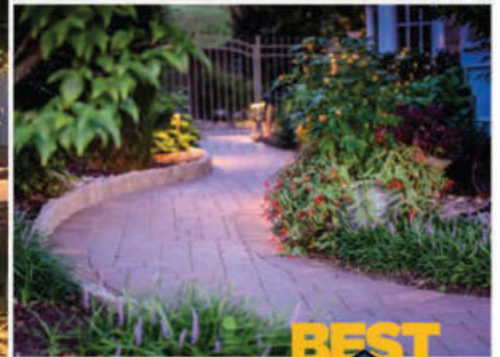
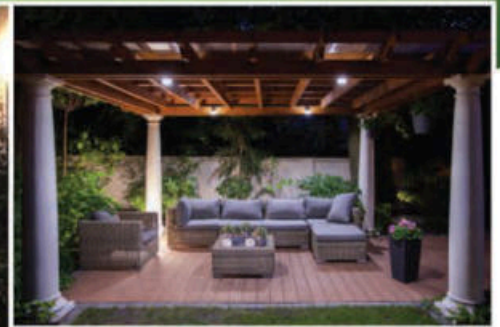
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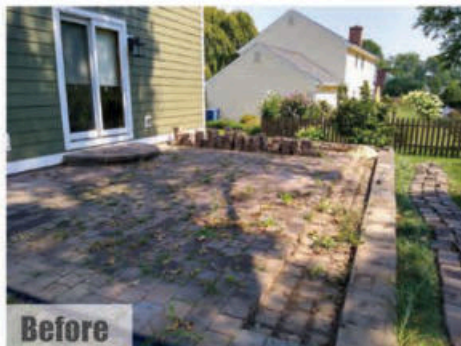
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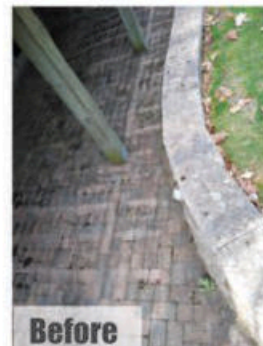
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Before



After



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Collegeville-based Basement Waterproofing Specialists is a “family” business, in every sense of the word.

They are fourth-generation American contractors. Every employee feels like a member of the family. The office employees work together in an environment intentionally reminiscent of a large family home. And the company's philosophy, its formula for success from the very beginning, has been to treat each customer as they would a family member.

“When I started out, the simple management tool that I learned from my father and grandfather was, ‘If this was your mother’s house, how would you take care of it?’” says Ken Klinger, CEO. “We have instilled that same philosophy in every one of our foremen on every job, and everyone who answers the phone.” Klinger and his wife Debbie recently handed the ownership reins over to daughter Anne and son-in-law Scott Graham. Ken and Debbie Klinger remain highly active in the company.

Serving the entire region, Basement Waterproofing Specialists is headquartered in a refurbished 150-year-old stone farmhouse in Collegeville. Its main office consists of Second Avenue and they have a new addition of a 150-year-old building on River Road. Their Second Avenue location has a spacious fenced-in backyard where the Klingers’ beloved Turkish boz shepherds, Clarabelle and Calvin, can frolic while they work during the day.

“We bought this building for our business because it is our other home,” Klinger explains. “We have created a family environment. We are really lucky because we have the most amazing people who work with us. Everybody here, we really assume is our extended family and we take care of them that way. That’s why we are so successful. That’s why we’ve increased our business tremendously.”

The building’s converted rooms bustle with activity. Smiling, cordial office staff—Steve Johnson, Donna Wardle, Dominic Corrado, Jennifer Armstrong, Sharon Love, Carlee Wilkinson, Paul Sumler, Paul Mathewson, Jessie Kanagie, Nichole D’Arconte, Shane Harris, Linda Mullin, Rob Mullin, John Cappelli, Marissa Ducary, Alyssa Fiorentino, Kasia Butts, and Jim Welsh—stay busy with phone calls and managing projects. All of the office staff and all of the production crews out in the field contribute to the company’s success, Klinger says, emphasizing that he and his employees truly identify with their customers and the issues they face, and they are serious about treating each job as if it is for a member of their family.

“What’s interesting is, people call a lot of the times and they are not sure what their problems are,” Klinger says. “They think they know. Any one of our guys will go in and honestly pretend it’s their house. They do a full inspection, inside and outside, and they determine what they feel the customer needs. We don’t try to sell them anything. It’s about determining what they actually need. When you communicate that to a customer, they realize you are not talking at them, you are working with them, and that is really important.”

Through the years, Basement Waterproofing Specialists has accumulated a long list of satisfied customers throughout Pennsylvania, New Jersey and Delaware. “We are so grateful to our customers for referring as many customers as they do,” Klinger says.

Basement Waterproofing Specialists distinguishes itself from others in the industry not only in terms of excellent customer service, but also in terms of the superior quality of their work and track record of success, based on their ability to correctly diagnose and correct the specific issue unique to each situation.

Klinger points out that most basement waterproofing companies specialize in just one form of waterproofing, the installation of a basic inside French drain. That will work in many applications, he says. “But if you go 75 miles away and you’re in New Jersey with high sand content, or inversely if you go into the Pocono Mountains or Lancaster County, you’re going to find different environments and conditions.” You may also want to redirect the water away from your home so it never enters your foundation, he explains.

“We have 13 different levels of waterproofing systems, which are customized per a particular job,” Klinger says. “These water management systems can be installed both inside and outside of your home. We also do inside and outside foundation repair whereas most of our residential competition does one type of waterproofing system and foundation repair and it’s always inside.”

Basement Waterproofing Specialists provides an extensive array of services to address virtually any issue related to waterproofing; foundation structural repairs and/or replacement; drainage systems; mold and mildew inspection and remediation; and much more.

“Customers can sense when you really care about their problem,” Klinger adds. “Yes we are there to do a job to make money, but it’s not always about that. In this day of complications, it still comes down to one thing: It’s what’s inside of you. It’s about relationships. What you see is what you get with us. Even down to something small. Our contracts have an American flag on the back and no small print. It’s the way we do business.” **H&H**

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How many years have you been in business or in this industry?

Harth Builders has been serving homeowners across Bucks and Montgomery counties since 1996.

What makes you the best in your industry while separating you from your competitors?

Harth Builders is a design-build remodeling firm. From architectural design through construction, our team of industry professionals offers a comprehensive menu of residential building services under one contract. Our streamlined process, combined with our commitment to communication, quality and cleanliness, has resulted in consistently high customer satisfaction ratings for our company. Delivering a superior customer experience is what really sets Harth Builders apart from others in our industry.

How does it feel to be recognized among House & Home's Best of Winners?

Winning multiple categories for Best of House & Home is an honor and we would like to thank everyone who took the time to vote for us. Awards like these are validating for our team members and encourage us to continue providing a great customer experience for our clients.

What do you find most rewarding about this industry?

Every day, we work with clients who are frustrated with some aspect of their home. Sometimes their stress is so great, it spills over and affects other areas of their lives. They'll even isolate themselves and refrain from having guests over because they're

embarrassed about their home's appearance. One of the most rewarding aspects of our work is seeing how completed projects not only look beautiful and meet our clients' needs, but how these projects improve their quality of life.

Gregory Harth,
President
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2019 BEST of the BEST *Spotlight*

BEST of HOUSE&HOME in

Basement Waterproofing



Before



After

How many years have you been in business or in this industry?

We have over 20 years' experience in the home improvement industry with a knowledgeable team of various expertise and skill sets.

What makes you the best in the industry while separating you from your competitors?

We are a small, local, family-owned business in the heart of Montgomery County, that prides itself on the customer experience. Our fair pricing policy, workmanship, topnotch communication and customer service sets us apart in the industry. We also offer a 100 percent satisfaction guarantee and a lifetime warranty, which in turn ensures the customer has confidence in choosing us over our competitors.

What keeps you motivated every day to do the work you do?

It is most rewarding to be able to provide quality services to homeowners in need. We take a lot of pride in homeowners trusting us with doing work on their biggest investment, their homes. As a homeowner myself, I know the struggles of finding the "right" contractor for the job. Numerous core values have been put into place at Rhino to ensure our focus is always in the customers' best interest. A satisfied customer is all the motivation needed after a hard day's work.

How does it feel to be recognized among House & Home's Best of Winners?

It is always an amazing feeling to be recognized among the best. This is a very competitive industry and we are thankful and humbled to receive the recognition. Rhino will continue to put in the hard work and strive every day to be the best choice for the homeowner.



Joe Austin, Owner
Rhino
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BEST of HOUSE&HOME in

Fireplace & Inserts, Grills



How many years have you been in business or in this industry?

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What makes you the best in your industry while separating you from your competitors?

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Jay Stong, President
Hatfield and Eagleville, Pa.
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Are there any new products or services you are offering that you'd like our readers to know about?

In May, we were forced to move to a new showroom space 1/8 of a mile from our original showroom, due to a fire at a neighboring business. Our new Eagleville showroom at 3076 Ridge Pike provides a larger space with beautifully designed burning displays. Plus, Salter's Hatfield location has gone through some updates as well to add a wider selection of fire features for residents from Bucks and northern Montgomery counties. And, don't forget, Barto Pool and Spa in Phoenixville (now part of Salter's Fireplace Company) sells above-ground pools, spas, supplies and accessories, as well as provides opening and closing services to pool and spa owners. Salter's customers have all they need within one company to create a warm indoor and outdoor living space.

BEST of HOUSE&HOME in Window Tinting



How many years have you been in business or in this industry?
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What makes you the best in your industry while separating yourself from your competitors?

Our vast knowledge of window film products, our dedication to our clients and our integrity in the industry are unsurpassed. We provide our clients with outstanding customer service which continues long after a project is completed.

What keeps you motivated every day to do the work you do?

Educating our clients on the advantages of installing window film in their homes and businesses and the many options available. We also give our clients peace of mind knowing that our window film products offer security, energy conservation, UV protection as well as improve the comfort and appearance of homes and businesses.

What do you find most rewarding about this industry?

Knowing that our products keep schools safer, protect people and lessen the impact of our world's energy burdens for future generations to come.

Are there any new products or services you are offering that you'd like our readers to know about?

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How many years have you been in business or in this industry?

This year, Dilworth's celebrated 29 years in business!

What makes you the best in your industry while separating you from your competitors?

We offer full turnkey services and use no subcontractors. All of our cabinetry is handcrafted in our Phoenixville shop, where we also fabricate countertops. Our quality is second to none, we have the best installers in the business and we stand behind every job we do.

How does it feel to be recognized among House & Home's Best of Winners?

It's quite a compliment to once again be recognized by the community and our clients as a Best of Winner. Most of our business comes from client referrals and repeat business so an award like this is greatly appreciated.

What do you find most rewarding about this industry?

Exceeding the hopes and expectations of our clients. It's very gratifying to hear our clients say how easy we made the process and how they still love their new kitchen or bathroom even many years later. It's difficult to describe the feeling of turning a client's dream kitchen into their reality.

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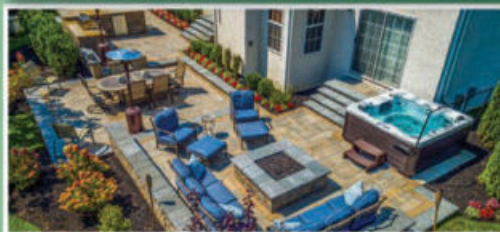
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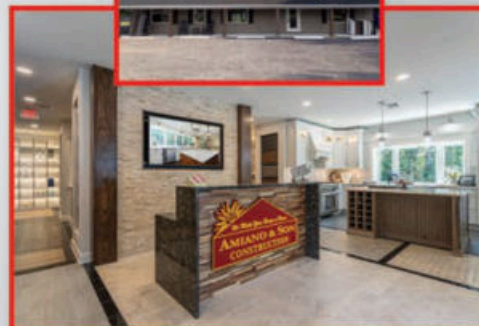
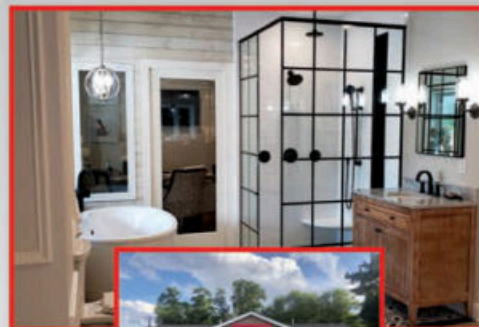
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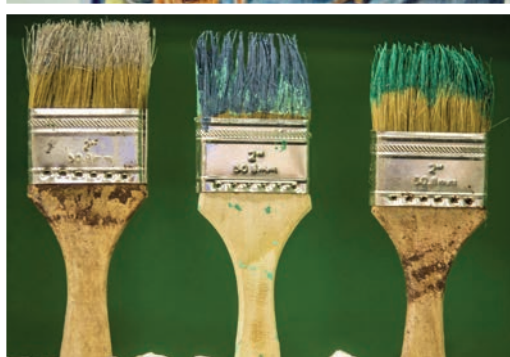
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PHILLY HOME SHOW

— PRESENTED BY —

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Pennsylvania Convention Center
Philadelphia
January 10-12 & 17-19



More than
250 experts,
products and ideas –
all to inspire you!

Show guide produced by House & Home Magazine

phillyhomeshow.com

Philly Home Show produced by MARKETPLACE | **EVENTS**



Welcome to the 2020 Philly Home Show!

This is where you can explore more than 60,000 square feet of exhibit space, delight in new features and solutions designed to meet your needs, gain insights from design experts and knowledgeable exhibitors, and even learn some new, hands-on project skills (and take home the results).

You'll see and learn about the newest ideas and products in home improvement, get inspiration for your next home project, and connect with experienced local providers who

can assist you in achieving your goals. To enrich your Philly Home Show visit, we've added some fun special events, unique shopping experiences, and happy hours.

We hope that we will inspire and help you to try new ideas and ways to enjoy your home!

Sincerely,
Jenna Naffin
Show manager

Don't Miss These Special Philly Home Show Events!



Make-It, Take-It Workshop Featuring Jeff Devlin

**SATURDAY, JAN. 11,
1 P.M.**

This year, take your project skills to a new level by joining special guest Jeff Devlin, host of DIY Network's *Stone House Revival* and a licensed contractor with more than 20 years of building experience, for a special Make-It, Take-It workshop where he'll share his passion for designing, creating and building.

Doggy Fashion Show SATURDAY, JAN. 18, 2 P.M.

We've partnered again this year with our friends at the Pennsylvania SPCA to bring some of their adorable, adoptable dogs to the Philly Home Show. And this year we're featuring these friendly, furry pals in a special doggy fashion show, where you can see them strut in style!



Trade Day & Trade Secrets Presented By Lowe's SUNDAY, JAN. 12

On Trade Day, we welcome all home-related tradespeople or members of an affiliated association with FREE admission! Just show valid ID at the box office (such as a business card, trade association membership card, employee ID, vocational school or trade school ID). To find out more

about getting involved in the trades, stop by the Trade Secrets area, where Lowe's staff will answer questions about vocations in construction, plumbing, electrical and more.



Happy Hour At The Philly Home Show

**FRIDAY, JAN. 10 &
FRIDAY, JAN. 17, 5-7 P.M.**

We're happy to announce that Happy Hour is back at the Philly Home Show! And we're happy to welcome Kiki Vodka, who'll be offering tastings of their gluten-free, locally-distilled, premium vodka at the Design Area.



SEPTA Day

FRIDAY, JAN. 10 & FRIDAY, JAN. 17

Taking SEPTA is the most convenient way to visit the Philly Home Show. And this year, SEPTA has your KEY to the Philly Home Show! Simply show your SEPTA Key Card at the box office for one free admission on these dates (one admission per card).



Hero Day

FRIDAY, JAN. 10 & FRIDAY, JAN. 17

The Philly Home Show proudly honors our local heroes on Hero Day. All active and retired military, nurses, first responders, firefighters, and teachers will receive one free ticket with identification at the box office on these dates.

PHILLY HOME SHOW

SHOW HOURS:

**FRIDAY
January 10**
Noon–8 p.m.

**SATURDAY
January 11**
10 a.m.–9 p.m.

**SUNDAY
January 12**
10 a.m.–6 p.m.

**FRIDAY
January 17**
Noon–8 p.m.

**SATURDAY
January 18**
10 a.m.–9 p.m.

**SUNDAY
January 19**
10 a.m.–6 p.m.

WHERE:
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Convention Center
Exhibit Hall F**
1101 Arch Street
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TICKET INFORMATION:
Adults (at the door): \$13
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Children Ages 6-12: \$3
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**Friday, January 10 &
Friday, January 17
is SEPTA Day!**



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YOU'VE GOTTA SEE THIS:



Petite Retreats

Looking to create a quiet space, cozy nook, or hideaway in your home where you can unwind? We've got your inspiration! See these ideas from Ethan Allen and The Painted Home for a "petite retreat"—and find that you don't need a lot of space to get some much-needed head space.

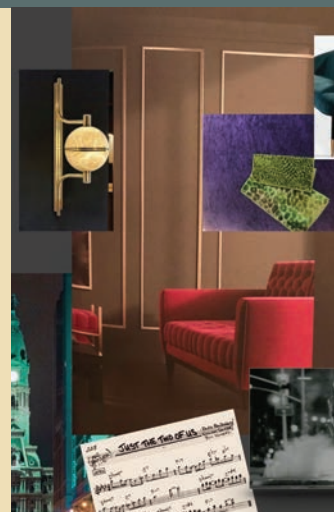


Erase Your E-Waste

Help us change the future by getting rid of your old electronics! Bring your unused small electronics to the Philly Home Show for e-cycling. PAR-Recycle Works, a nonprofit electronics recycler, will e-cycle them responsibly (see list of acceptable items at our website, www.phillyhomeshow.com). It's our way of helping Philly to be a little more green.

Just The Two Of Us - Philly Style

If you love the City of Brotherly Love, you'll love learning how to incorporate some of the history, style, spirit and even the music of this amazing city into your home decor, thanks to designer Tommi Mischell of Old City's K Gallery Art & Design.



Ultimate Backyard

See how to get the backyard that the entire neighborhood will be talking about (and will want to hang out in)! This gorgeous array of outdoor furniture, fire pits, pergolas and more from Barnco will inspire you to take your own backyard up a notch or two—no matter its size.



8th Annual Habitat For Humanity Upcycle Challenge: Bar Carts

Local DIYers have done it again! See the creative methods, techniques and source materials they've used to turn old things into something new and fun for the home. This year, it's smart and functional bar carts. You're sure to leave wanting to create your own!



Make-It, Take-It Presented by The Painted Home

With our design experts offering free Make-It, Take-It workshops throughout every day of the Philly Home Show, there are numerous options for creating new, on-trend items that you can bring home. Flex your DIY skills or learn new ones, and take home the decorative result!



The Barking Lot

Don't leave the show without visiting The Barking Lot pet market! Delight your fur babies at home with special treats, accessories and more that you'll find from vendors in this specialized market area. And you'll feel good about a portion of all purchases benefitting the Pennsylvania SPCA.

Herr's Family Lounge

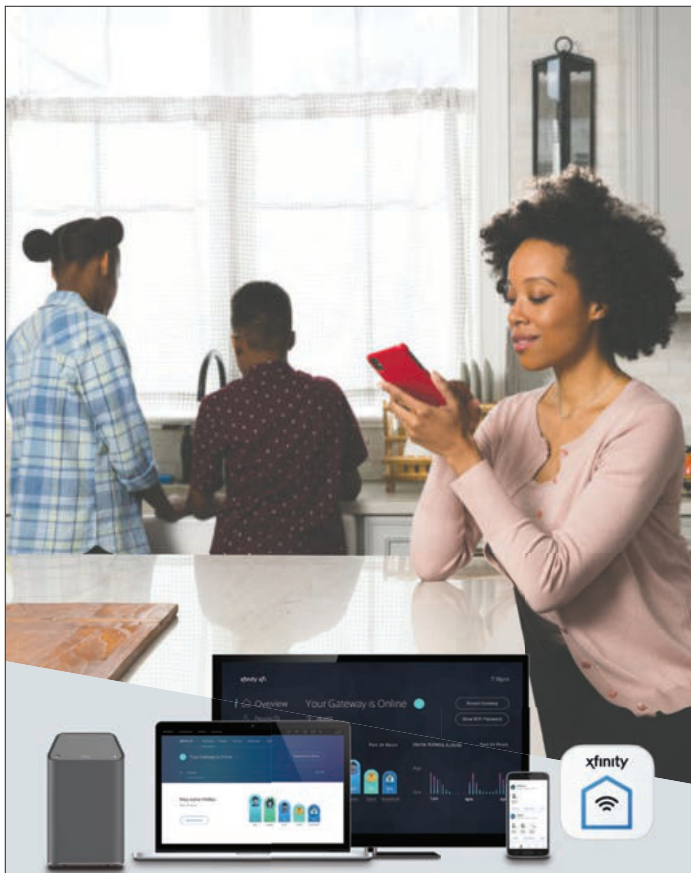
Take a load off and unwind in this fun, welcoming space for the family to relax and recharge, featuring comfortable seating, games, and a recharging station.



Plant Bar By Vault + Vine

Plants enliven the home, and you can treat yourself to a decorative new houseplant at Vault + Vine's large and luscious selection of beautiful indoor plants and succulents, available in many sizes and varieties. Bring home a gorgeous, new living addition to your home.





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Thanks to our partners at **IKEA** and **Philly PHLASH**, you won't have to deal with parking in Center City when you come to the Philly Home Show. Park for **FREE** at **IKEA** South Philadelphia, 2206 S. Columbus Blvd., and for just \$2 cash per round-trip, ride a shuttle serviced by the **Philly PHLASH** to the Pennsylvania Convention Center during show hours.



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PHILLY HOME SHOW

and the
mikeroweWORKS
Foundation

This year, the Philly Home Show is adding a focus on the shortage of skilled labor, an issue that affects many in the Philly home improvement arena. Marketplace Events, the producer of the Philly Home Show, has partnered with Mike Rowe and the mikeroweWORKS Foundation to bring attention to the issue and to encourage people to consider a career in the trades.

Among his many roles and endeavors, Mike Rowe is well known from the TV show *Dirty Jobs* and his voice is recognized by millions from his narrations for hundreds of documentaries about space, nature, and how stuff works. He is also CEO and runs the mikeroweWORKS Foundation, a 501(c)(3) public charity that works hard to debunk myths about the skilled trades and help close the skills gap. The foundation helps to fund training for in-demand skilled jobs through a variety of scholarship programs, and technical and vocational education for trade schools across the U.S.

Mike shared some of his experience and his mission with us recently:

What was your first job?

The first job that generated an actual paycheck was for United Artists, back in 1978. I worked at one of the first multiplexes in the country, at Golden Ring Mall in Baltimore, Maryland. I was an usher, a cashier, a concession worker, and a projectionist.

What projects have you been most proud to work on?

Tough to beat *Dirty Jobs*. It was not only a hit, it transformed cable television, reinvigorated my career, and began as a tribute to my grandfather. That show checked a lot of boxes. Lately, I'm proud of *Returning the Favor* on Facebook.

Any embarrassing on-the-job moments you'd like to share?

My humiliations are a matter of public record, and best enjoyed on YouTube. Search for "Mike Rowe and QVC," and brace yourself.

Name a home improvement project you thought you could take on but ended in disaster.

Name one that didn't!

What's one thing you wish every homeowner knew?

I wish people understood how much they could save by making bi-weekly mortgage payments instead of monthly. It's simple, and for most people, doable. An easy way to save a small fortune.

What's mikeroweWORKS Foundation all about?

mikeroweWORKS began as a PR initiative to help close America's skills gap. I launched it 10 years ago on Labor Day. Fans of *Dirty Jobs* helped me build an online Trade Resource Center, which generated a ton of great press, and got me in front of Congress on multiple occasions. Today, we've morphed into a scholarship fund that assists people looking to learn a skill or master a trade. Every year, we award a few hundred "Work Ethic Scholarships." So far, about \$5 million worth. Additionally, I've become an annoyance to universities that charge obscene amounts for degrees that have left a generation with over \$1.5 trillion of student debt, which I personally feel to be a scandal of monumental proportions. I made an animated video that answers this question in detail at <https://www.mikeroweworks.org/sweat/>.

Describe our Home Show in one word.

I can't find a word that combines elements of "pandemonium" as well as "delightful." So let's go with "pandelightful."

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2020 PHILLY HOME SHOW GUIDE | EXHIBITOR LIST

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*Portion of proceeds benefit PA SPCA

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Orbit Energy & Power is the one-stop shop for homeowners' energy and sustainability needs. Offering a variety of services from residential and commercial solar energy and batteries to water purification systems and plumbing, Orbit is setting the standard for excellence in clean energy and clean water as your whole-home solutions provider.

House & Home spoke with President Sean Angelini about the various benefits of going solar and why Orbit should be your energy provider of choice.

Why should a customer choose Orbit?

Our team works hard to make going solar an easy and exciting process for homeowners. Orbit offers the best residential warranties in the United States, including a 25-year system performance guarantee. We even handle all permitting and fees in-house, saving you the headache of dealing with extra paperwork. We're experts in the field, with more than 20 years of industry experience, and we offer a variety of financial solutions to suit our customers' needs.

How committed is Orbit to the environment?

Our responsibility and commitment to environmental sustainability are what drive our passion to help make the planet a better place for all of us. For every single cus-

tomers tree that we have to remove in order to install solar, we pledge to plant three new trees in its place.

What are the benefits of going solar?

Going solar is an excellent way to drastically reduce your home's carbon emissions. You also reduce your energy costs, saving you money! Many of our customers receive electrical bills with only the basic connection charge. I pay about \$5.96 a month thanks to my Orbit solar energy system. In addition, there are several federal and state incentives that make going solar even more beneficial for homeowners.

What can customers expect from Orbit?

We don't believe in pressuring our customers—instead, we educate them and work together to find a solution that works best for their home. Every home's energy needs are unique, so we offer custom solutions designed to benefit the homeowners. We also strive to make the solar energy system aesthetically pleasing in design by using black solar panels, which are also more power-dense. Our core values of honesty and integrity are demonstrated every day in our dealings with customers and coworkers. We strive to lead by example!

What kinds of services does Orbit offer?

We're a whole-home solutions provider. That means we offer a variety of services, such as residential and commercial solar energy systems as well as battery back-up, emergency generators, heating and cooling services, water purification systems, plumbing, electrical services, roofing and more. We even offer electric vehicle (EV) charging stations.

How does Orbit get involved in the community?

At Orbit, we want to give back any way we can. We believe that every child should have the chance to live a happy, healthy and productive life, so our goal is to donate 2 percent of all yearly company proceeds to St. Jude Children's Research Hospital on behalf of our customers and clients. We also participate in local festivals, fairs and holiday events, and we sponsor groups such as youth soccer teams, baseball teams and theater performances. **H&H**



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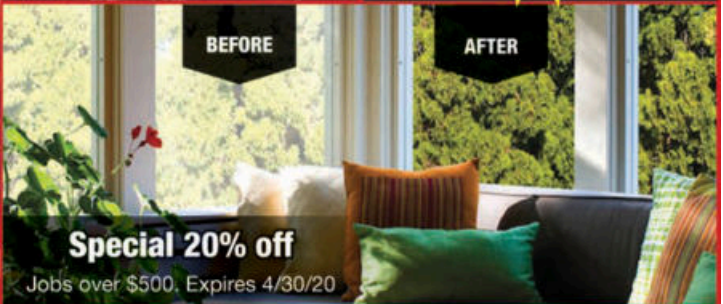
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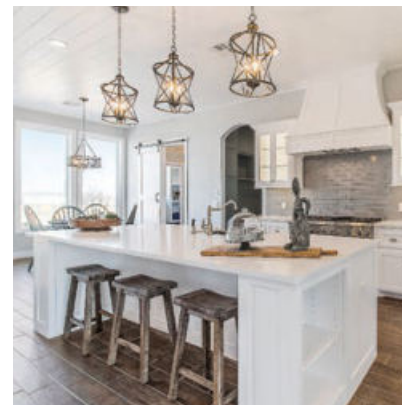
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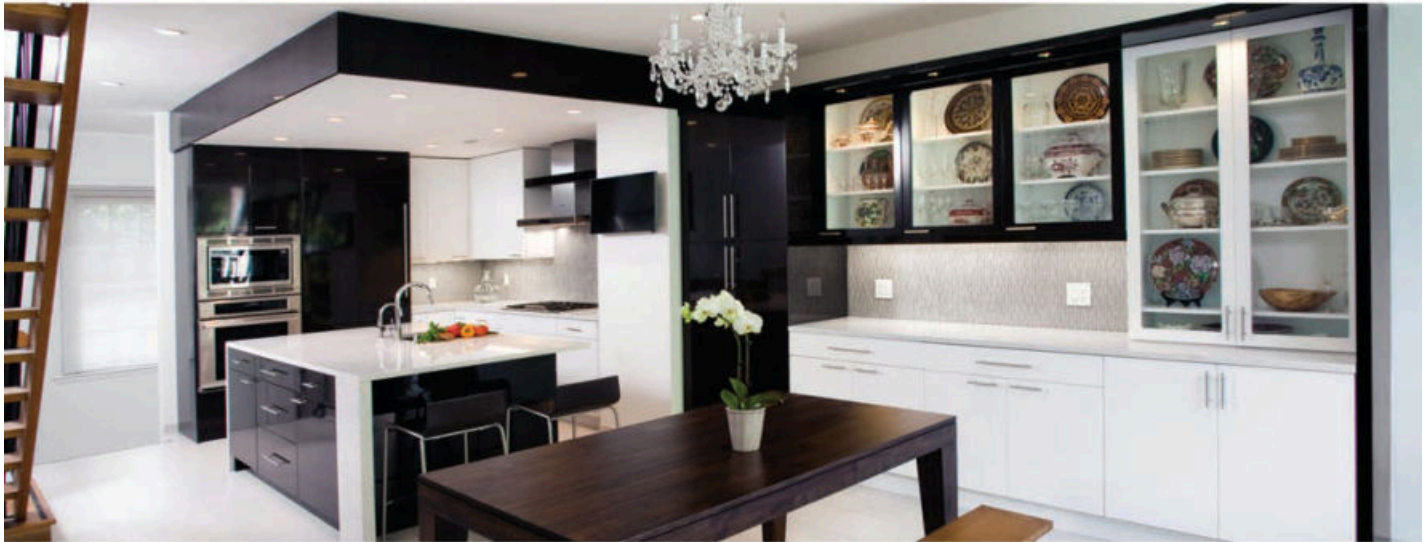
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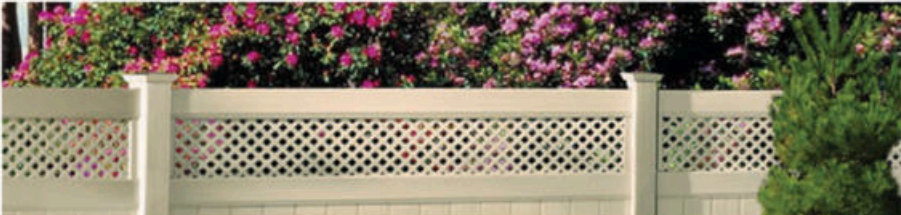
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KEEPING WARM ON YOUR OUTDOOR PATIO SPACE

by Michael Pasquarello, Degreed Landscape Architect, Elite Landscaping



Now that the holidays have passed, Old Man Winter has set in, and the shock of all the credit card bills is just now beginning to diminish, it's time to start thinking about your landscape again—you know, that barren wasteland of which a glimpse is caught now and again through a frosty window? The summer barbecues, family parties and relaxing sunsets are now all just a fond memory. An outdoor entertainment space doesn't have to be left vacant during the winter months. Just how we turn up the thermostat inside when a chill is in the air, warmth can also be brought outside to make these spaces enjoyable and functional with the use of fire.

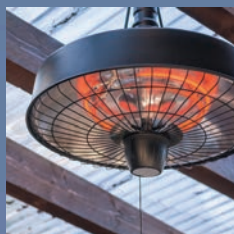


FIREPLACES: By far the stateliest way to incorporate a warm glow is a fireplace. It is typically the main focal point of a home's family/living area and will bring that similar aesthetic value to an outdoor patio space. These structures are available in kits for ease of installation or can be custom designed to fit specific needs. Natural stone, clay brick or manufactured block and veneer are all available options for the construction of these features. The incorporation of solid stone mantels and hearths (as of their interior counterparts) even adds to their beauty and functionality. Imagine pulling the patio chairs up close and enjoying a hot cup of coffee or your favorite cigar while gazing into the flames of your outdoor fireplace.



FIRE PITS: The fire pit is where it all began and has evolved from the metal bowls on legs (which usually rusted out after a few years) to the permanent works of art built directly into the patio itself. They can be constructed from all the same materials/kits as mentioned above with the fireplaces. Circles, squares, rectangles and hexagons

are amongst the geometric shapes these fire pits can take. A few advantages of a fire pit versus a fireplace are that there is a 360-degree viewing angle, not to mention taking up far less space. Oh, I almost forgot, the price tag is at least 20 percent of a fireplace. Though they may not possess the grandeur of a fireplace there is nothing better than gathering around a fire pit with children and grandchildren roasting marshmallows and telling stories.



INFRARED HEATERS: More and more you see business establishments (restaurants, bars, event venues) using infrared heaters within their outdoor spaces to increase use time and provide added comfort to patrons. There are now many options that are available on the residential scale for use by homeowners. Compact and engineered to fit

into virtually any area, they provide warmth where it is needed most. This is key in today's efforts to conserve energy and reduce your carbon footprint. Although they are typically mounted above, the heat originates at the floor zone below and then rises. This is exactly the same way the infrared rays emitted by the sun work as they are reflected off the Earth's surface. It only seems right to heat your patio area the same way the sun has been doing it for the past 4.6 billion years.

The winter months are a perfect time to start planning your outdoor projects so once the weather breaks you are ready to get started. Elite Landscaping is displaying a stone veneer fire pit within a 20-by-25-foot landscaped patio space at the Philadelphia Home Show-exhibit 201. Please visit us to discuss how we can keep your family warm and extend your patio use. **H&H**

Michael Pasquarello is a degreed landscape architect with Elite Landscaping. Email him at MPasquarello@EliteLandscaping.com or call (856) 753-1944. Visit EliteLandscaping.com for more information.



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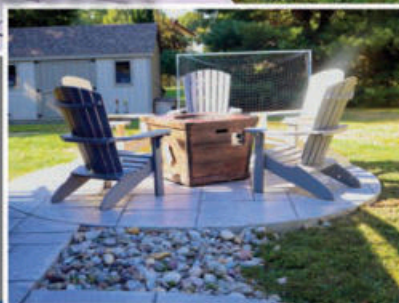


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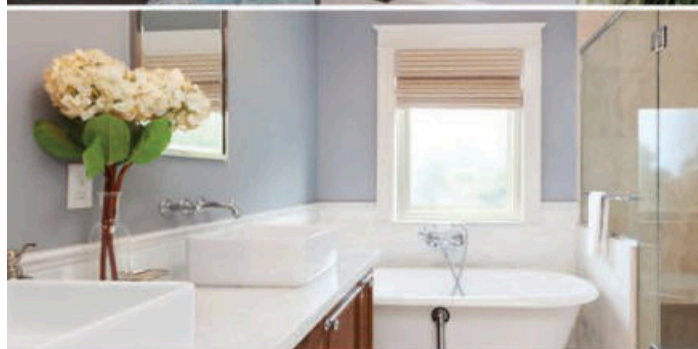


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