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Volume 21, Issue 12

Total Access Elevators

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**ASK
THE
EXPERT**



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REMODELING**

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Hynes Construction

Hard work runs in the family *page 21*

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M.C. Weeks, Inc. Window Fashions

Providing products for smart design and
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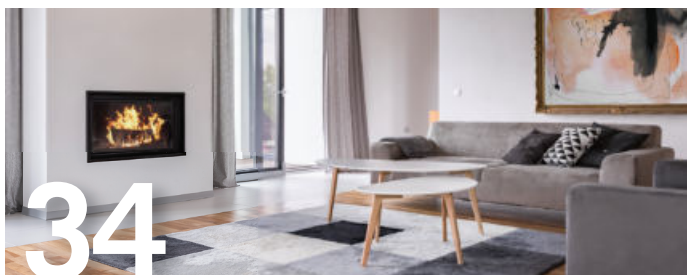
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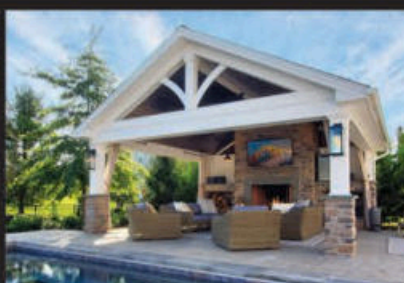



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Total Comfort, Total Convenience

A residential elevator from **Total Access** is the next must-have home appliance. *by Liz Hunter*

We take for granted the fact that many appliances around the home were not always standard. Automatic washers and dryers were considered a luxury in the 1930s and microwaves didn't even become mainstream until the late '60s—yet we can't imagine life without them. And if you ask Curt Lampe, co-owner of Total Access Elevators & Lifts, residential elevators are poised to become the next must-have appliance in the home.

Lampe incorporated the company in 1991 with his partner Ted O'Neill. The market for residential elevators was still new, but over the past 30 years, Lampe says the demand has grown tremendously.

"In a lot of new construction, especially at the Shore for the multi-level properties, elevators are being put in automatically," he says. "We're also seeing people who want to age in place investing in an elevator instead of moving out of the home where they



raised a family. They can install an elevator without the hassles of selling, packing and moving, and they can stay in their home comfortably."

Elevators appeal to people for a wide range of reasons, whether they want added luxury to their property or have mobility challenges. They can also be used to transport groceries, laundry and other bulky items as well, taking the physical burden off of people and encouraging more independent living.

There is a product to fit any lifestyle and budget, says Lampe. One of the most popular styles right now is the pneumatic vacuum elevator (PVE). Using only air, PVEs require less space and less energy than

the traditional in-home elevator with a shaft.

"The PVE uses the same technology as when you go to the bank and send your money through the cylinder. One of the best features of this product is that construction is minimal. It doesn't need to be in a shaft, and we don't need to dig a pit in the basement," Lampe says. "Technology has come a long way."

These units are also eco-friendly, only using power when going up. Coming down is all

gravity. Lampe says some models can connect to your smart home setup as well.

In areas where water might be a concern, the elevators have float switches and homing devices included. "If the unit comes down and hits water, it automatically shuts off. Also, after you take the unit down to the lower level, a homing device brings the unit back up to the highest level after five minutes in the event water could become an issue. It's safest up at the top," Lampe says.

Additional safety measures include light curtains, which can sense if something is operating incorrectly and stop the unit automatically. Doors must also be fully shut for it to run, and if a unit loses power, it can still lower itself to the lowest level so a passenger could exit.

If the design of a home does not allow for a clear passage for the elevator on the interior, an exterior installation will soon be available, says Lampe. Currently, the company has its first beta test exterior elevator attached to the side of its building, and it's expected to be available for residential installs by October.

Lampe says the time from when the product is ordered until installation is approximately two months, and if it's new construction, the elevator is one of the last things installed.

Throughout the process, homeowners can expect to have any question answered by a knowledgeable team of professionals. "We pride ourselves on the longevity of our employees and sales consultants. Most have at least 14 years' experience each, and both myself and Ted are actively involved in the business every day," Lampe says.

Total Access services all of New Jersey and Delaware; Eastern Pennsylvania (out to State College) and Maryland (down to Baltimore). **H&H**



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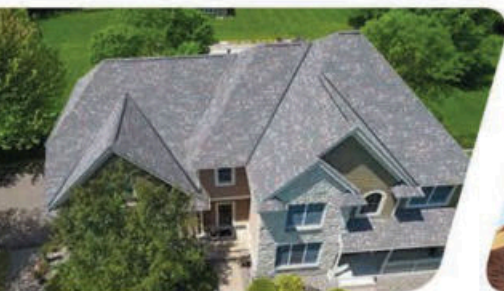
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“There’s an element of luxury to owning custom-made window treatments,” says Nancy Weeks, “but it’s not about extravagance. It’s about things around you that elevate your life every day. Custom window treatments are the single most versatile interior design product in the world.”

“We’ve spent years researching and developing the most innovative collection of products and we’re constantly updating,” notes Natalie Weeks Rossitto.

In 1946, Malcolm C. Weeks built his company around a product with enduring value for residential and commercial clients: window treatments. Over 75 years later, M.C. Weeks, Inc. is in its third generation of family ownership, offering exclusive Hunter Douglas Window Fashions as well as draperies, valances, upholstered furniture, wall coverings, lighting and accessories, all custom designed and made in the USA. Clients comprise multiple generations of residents, plus builders, realtors, designers and commercial customers, including school dis-

tricts, churches and many businesses large and small. In addition to serving the Collegeville community for over 75 years, M.C. Weeks, Inc. also covers Montgomery, Chester, Delaware, Bucks and Berks counties.

In 2002, M.C. Weeks, Inc. opened the first Hunter Douglas Gallery showroom in Pennsylvania and was the 100th in the country, earning the right to develop innovative products and offer new upgrades and promotions. “Our staff is the best trained in the area for providing Powerview™ motorization products and mobile control systems,” says Natalie. The M.C. Weeks, Inc. showroom is unique, occupying a historic 18th century building, featuring full-size windows to showcase window treatments in real room settings so customers can experience the products in person.

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“The whole point of our busi-

ness is not just to sell products, but to enhance our customers’ quality of life by making their environment more beautiful and efficient,” explains Natalie, executive director and owner. “We enjoy the creative challenge of helping our customers achieve their dreams and we set no limits. Our dedicated team of sales consultants, design professionals, certified installers and motorization technicians are here to oversee every aspect of your project.”

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By Matt Cosentino

EVERY NEIGHBORHOOD HAS THOSE RESIDENTS WITH A GREEN THUMB WHO TRULY ENJOY THE PROCESS OF WORKING ON THEIR PROPERTIES AND CREATING A PICTURE-PERFECT LANDSCAPE, AND THEIR YARDS DESERVEDLY RECEIVE COMPLIMENTS THROUGHOUT THE YEAR.

Others see it as a chore they must tackle every weekend, but nevertheless recognize that a little effort will go a long way toward boosting curb appeal.

No matter which camp you belong to, know this: The arrival of Labor Day does not mean it is time to lock away your lawn mower and gardening tools for the year just yet. Spring may be the season that the average homeowner most associates with landscaping, but fall is actually a crucial period when it comes to lawn renovations, plantings and maintenance.

"Fall is the time of the year where a property should be evaluated to see what stresses negatively impacted turf and plantings throughout the spring and more likely the summer," says Michael Pasquarello, degreed landscape architect and vice president of Elite Landscaping. "Proper actions taken now will allow your plants and lawn to have a comfortable winter slumber, ready to explode in spring once the weather breaks."

House & Home spoke to several area experts to learn more about the important steps to take now to lead to a lush landscape next spring and summer.

Prime time for planting

There are a number of factors why fall is an ideal time for new plantings of all varieties, most notably the weather.

"Most people don't realize it

but September and October are much better months than April or May, and studies at Rutgers and Cornell have both shown that," says Richard Cording Sr., registered landscape architect and owner of CLC Landscape Design. "The reason is that soil gets cooler, the roots grow deeper and because of the presence of dew virtually every morning and then sunny days and cooler nights, it's perfect growing weather for lawns, trees and shrubs to set their roots. Also, for new trees and shrubs, it's less stress going into the winter than it is going into a hot summer because they go dormant. If you plant a tree in May and then in June we get five 90-degree days in a row, the stress on that plant is way worse than sub-zero temperatures when the tree itself is dormant."

Chris DeMato, owner of Rock Bottom Landscaping & Fencing, adds that the cooler temperatures make transplanting plant material much easier than in the middle of July.

"You can plant at any time, however the biggest concern is transporting plant material from a garden center on a hot summer day," he says. "It burns the foliage in the travel. In the fall season, it's a bit cooler so you don't have to worry too much about that. Also, it's less work on the homeowner's part to water the plant material. So I think generally it's a great time to plant all plants."

“

September and October are much better months [for planting] than April or May, and studies at Rutgers and Cornell have both shown that.

—Richard Cording Sr.,
CLC Landscape Design

”



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Garden centers and nurseries are usually re-stocking in the late summer for another burst of business in the early fall, so you get some nice new plant material as well.”

For those looking to add bulbs like tulips and daffodils to their flower beds, now is the time to do so, says Cording, so they can get into the ground before it freezes and have the winter to develop strong roots and begin the flowering process for spring. Sam Waddell, owner of SLS Landscaping, agrees and offers other helpful hints for a beautiful garden. “The avid gardener will also start planting chrysanthemum and aster that will offer that splash of color for the fall,” he says. “A little bit later into the fall, winter pansies will make an appearance and provide color late in the season and another big push in the early spring.”

Caring for the lawn

The hum of lawn mowers and weed wackers is usually part of the soundtrack of summer, but it is recommended to keep up with regular lawn maintenance in autumn as well. The weather will usually dictate when it is time to stop for the year.

“It’s important to keep it regular and do not cut it short before the winter,” Cording says. “When I was young my dad always had me cut it real short before the winter but that’s the worst thing you can do because it robs the plant of all its nutrients, which are in the green part of the plant. So cut it at the same height through Thanksgiving.”

He adds that renovations to the lawn during the fall produce the best results because of the weather and also less competition from weeds like dandelions and crabgrass. Experts suggest thatching, aerating and seeding be done in the early portion of the season.

“September through mid-October is ideal as temperatures are on the decline, creating a more favorable environment for cool

weather turf varieties such as fescues to germinate,” Pasquarello says. “Having this completed by mid-October also ensures the newly germinated lawn blades have sufficient time to mature and harden off prior to winter setting in.”

“Lawns will benefit greatly from fall aeration with combined overseeding and an application of lime,” adds Scott Nickett, owner of Nickett Landscaping. “This will break up the clay compacted soils and allow airflow down in the soil, allowing for better root growth for new and existing grass.”

Leaf cleanup and other tips

Most homeowners realize the necessity of raking and collecting leaves during the fall, but some will try to get away with the task just once or twice. This could have a negative impact on the lawn.

“I think people tend to do one general cleanup and if the leaves continue to fall, they figure they can clean them in the spring,” DeMato says. “That’s not a great idea because leaves sitting on a lawn throughout the winter will kill the grass, so you want to make sure you do two or three



cleanups throughout the fall season and one at the end. You want to keep as many leaves off the grass and around your plant material as possible. When it snows and rains and you have clumps of leaves around your lawn, you’re going to see a lot of damage in the spring when everything melts and starts to grow again.”

DeMato and Pasquarello both stress that this pertains to any hardscaping as well, because piles



of leaves left on patios, for example, can lead to staining once winter weather sets in and the material starts to decay. Leaves in flower beds, however, might actually be beneficial in acting like a mulch, Cording explains. In fact, he is a big proponent of mulching in the fall, even though most people consider it a spring activity.

“You want to protect your plant roots over the winter from freezing and not having moisture, so a good shredded, hardwood bark mulch protects the roots of the plants over the winter and next year it will hold down weeds, and it also insulates it,” he says. “Obviously, the ground is still going to freeze, but it keeps it at a more even temperature. Most shrubs in our area have what we call surface roots—they don’t grow down real deep, they grow along the surface. So having mulch over the top protects them and helps tremendously.

Mulch is one of the most underused tools that horticulturists have.”

Some experts suggest that fall is too late to be pruning, but others say selective, careful clipping can be done.

“Fall is a good time to prune back and shape most specimens of evergreen and deciduous trees and shrubbery and perennials,” says Diane Marrazzo, outdoor design specialist and co-owner of Marrazzo’s North River. “Pruning

too late into fall may leave an unsealed wound open, causing the tree to lose moisture through the winter, potentially leading to infection or demise come spring. Deciduous trees can often be pruned well into winter without any consequence come spring. Preparing your landscape for winter also preps it for new growth come spring.”

Rose bushes are another example of a specimen that can be pruned, and some people will cut back ornamental grasses.

“All perennials should be cut back once the first couple frosts set in and cause the surface vegetation to die back,” Pasquarello says. “I actually leave my ornamental grasses up all winter long as the light tan blades and seed heads still are an added interest. Fall is also a great time for corrective pruning as once the leaves fall off the plants it makes it much easier to see the branching structure and evaluate.”

Beginning or planning new projects

Autumn’s temperatures also make it perfect for adding hardscaping elements and crews will often stay busy through the end of the year.

“The ground gets a bit harder as the cool weather sets in so it’s a little easier to do outdoor projects such as patios,” DeMato says. “The diggings and excavating is not as messy during the fall season. We do outdoor projects until the ground freezes, which can be as late as mid-January. As far as materials go, you tend to get a little



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bit better prices in the fall season. The garden centers, brick suppliers and fence suppliers tend to discount materials they may want to push out the door before the end of the season.”

As homeowners assess their properties following the summer, Nickett points to a number of different projects that can be completed before next season.

“All projects can still be planned in the fall,” he says. “We are still booking new plant designs as well as plant renovations, and new hardscape projects like walls, walkways and patios are still being installed before winter. One of our biggest projects that is booked in the fall is lawn drainage remediation. With the decrease in temperatures and less daytime sunlight, the lawns stay wetter for longer. Fixing lawn drainage will result in a useable lawn, better lawn growth, no water in the home/basement and cleaner dog paws.”

Even if the actual construction is not being done now, it never hurts to begin the design phase and the process of acquiring any necessary permits from the municipality or homeowner's association. Getting on the landscaping company's schedule before it fills up in early spring is another bonus.

“Spring projects seem to be at a distance, however, with the shortage of materials, pavers, natural quarry stones and lumber [along with] booked schedules, now is the time to consider scheduling with your landscape contractor or building contractor for your desired spring needs,” says Marrazzo, who emphasizes that a key element for outdoor projects is coverage. “I always say, shade is a commodity—please plant a shade tree. Dedicate the tree planting for a loved one and commit to the care of that tree for years to come. Or plan for the on-site construction of a pavilion for your outdoor space.”

In the end, planning ahead in the fall with an experienced professional can pay major dividends when the warmer weather returns and homeowners want

to enjoy their outdoor space.

“We're licensed landscape architects and we have a saying: ‘Great landscapes start with great ideas,’” Cording says. “If you want these beautiful landscapes that you see on Instagram and in magazines, it comes with planning and coming up with great ideas. We have several architects who work on every plan to come up with a synthesis of ideas, because we feel that's better than just one person's ideas. Then we obviously follow the town's guidelines for setbacks and lot coverage, etc. Sometimes it takes months and months to do the design and get the permits. If somebody is looking to do a project that requires permitting or designing, you can't start that in the spring—you've got to start now.” **H&H**



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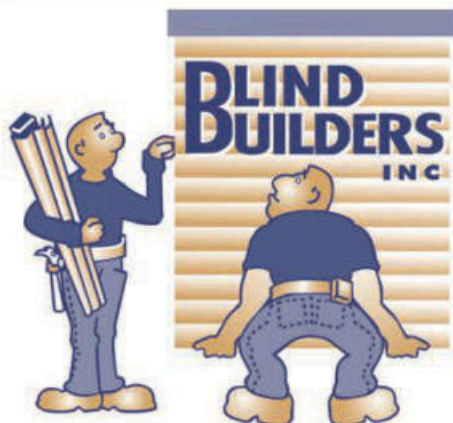
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Hynes Roofing & Siding is built on a solid foundation of the skills longtime roofer John Hynes and his wife Michelle began the company with. Their son Jonathan is poised to carry on Hynes' reputation once he finishes college.

"He's been working since he was 12 so he understands different areas of the business," Michelle says, adding that daughter Nicole does clerical work during the summer. "He understands how we run the company. We've had a lot of the same staff for 25 years, so he knows and understands our workers."

That family feeling extends to clients, too.

"There's a personal attachment not just to the business but to our jobs," Michelle confirms. "It's a more personal relationship because we're here every day. We're not absentee owners: We're involved because we care about our clients."

Dedication to both clients and quality has been a hallmark of Hynes since its 1987 beginning, when the couple was working out of Michelle's mother's basement and knocking on doors to get their name out there. To make

sure they were starting out with everything they needed, Hynes was even their own first client. "Our first job was building a ladder out of two-by-fours because our first pickup truck didn't have a lid on it," Michelle recalls.

More than three decades and countless jobs later, the company is so entrenched in both New Jersey and Pennsylvania communities that the owners no longer have to spread the word door-to-door: The roofing, siding and exterior home improvement work they put their name on speaks volumes. And with headquarters in Ardmore, Pennsylvania, the Hynes team is advantageously, accessibly located to work with clients in both states.

Hynes is a member of numerous professional organizations and homebuilders associations, as well as both the Main Line and Lower Bucks County chambers of commerce, which helps strengthen those local connections.

"We've very involved in the community," says Michelle. "As a gift for one of the camps that needed help, we built a deck and an overhang. We're here to help people get things done right and make sure they're taken care of. We wouldn't be so successful if we weren't taking exceptional care of clients."

They've also racked up a number of certifications. That includes being named a CertainTeed Shingle Master, Hardy Board Installer and GAF Master Elite installer, denoting Hynes' extensive and ongoing training to expertly work with in-demand roofing brands. Additionally, the company is accredited by the Better Business Bureau and is certified by the industry-specific Cedar Shake and Shingle Bureau, a nonprofit dedicated to

promoting the use of Certi-label cedar roofing and sidewall products.

This all ensures that, in addition to understanding how each component of a structure impacts the others, Hynes always delivers impeccable exterior work while learning how modern materials and techniques can benefit their clients.

"We do roofing, we do siding, we do stucco remediation, we do decks, we do interior and exterior painting," Michelle notes. "We do specialty work—slate, copper, tile, a lot of what people don't usually do—plus metal roofing, so we do pretty much the gamut. And if we don't do it, we won't try to do it: We appreciate the business, but we also want to make sure a job is done correctly."

Hynes has built a team comprising experts in all areas of exterior improvements, so they won't send a roofer to do a siding job. But already having a client relationship in place helps those dedicated experts communicate between themselves as each job progresses.

"If you get your roofing done and then you need your siding done, there's a benefit in working with one company that can make sure the job is done in a timely fashion as it keeps moving ahead and the work flowing," Michelle says.

She adds that Hynes has decades of experience working with insurance providers when it comes to repairing more extensive damage. "We can work with a client and their insurance company to make sure they get the accurate work done and make sure that they get everything that they need to ensure the job is done correctly."

After nearly 35 years, a well-done job and strong relationships are still the name of the game. And both John and Michelle—who was running Hynes before women-owned businesses were common—are both proud and relieved that the company and clients will be in good hands once Jonathan takes the reins.

"He's very mechanical: He can look at a roof and know what needs to be done," says Michelle. "And I think he'll be even better at handling our relationships." **H&H**



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ask the expert
by Matt Cosentino

Gehman Design Remodeling

MANY HOMEOWNERS CAN RELATE TO THE NEED TO HAVE UPDATED BATHROOMS, A BETTER LAYOUT IN THE KITCHEN OR PERHAPS ADDITIONAL LIVING SPACE FOR A GROWING FAMILY. Moving to a newer and bigger house is an option, but maybe they have grown to love the neighborhood or do not want to take their kids out of a top-notch school system. If that's the case, a whole-home renovation just might be the solution.

Of course, such a project is no small undertaking, and it is important to have a clear vision from the outset and an experienced team of designers and contractors who have come across all types of scenarios over the years and have the wherewithal to handle them. That's where Gehman Design Remodeling comes in, bringing the value of more than three decades in the design-build industry.

House & Home spoke to Dennis Gehman, MCR (Master Certified Remodeler), president of the company, to learn more about what a whole house renovation entails.



Dennis Gehman,
MCR, president

CAN HOMEOWNERS LIVE IN THE HOUSE DURING A WHOLE HOME RENOVATION OR IS IT BEST TO FIND OTHER ARRANGEMENTS WHILE THE WORK IS BEING DONE?

It depends. Most of the time, clients do remain living in the house. They won't have as much liv-

ing space and not having a kitchen is probably the hardest thing to deal with. We also need the rooms we're working in to be cleared of furniture most of the time. Sometimes it makes sense for people to get a Pod and have it sit outside or put things into the garage or basement. If we have to work around all of that stuff, it certainly takes longer and that turns into more money. From our end, it's nicer if they move out, but I understand financially why they don't because then they have to rent another place. It also depends on what stage of life they're in. If they have young children, living through the renovation is going to be harder to deal with than if they're empty nesters or the kids are old enough to understand.

CAN THE CLIENT SAVE MONEY BY DOING ONE BIG PROJECT RATHER THAN SMALLER MULTIPLE PROJECTS SPREAD OUT OVER TIME?

They probably do save money by having everything done at once, because there's certainly some efficiency since we're already there and we have our tools out. We would have to set up each time we come back if you break it up into various projects. Most

of the time material prices increase each year, so it's probably best to bite the bullet, because you don't know what it's going to be like in the future. Just as important of a question is the homeowner's quality of life. Is it better to get this over and done with rather than living through a remodel every few years?



BEFORE

WHY IS IT IMPORTANT TO HAVE A MASTER PLAN HEADING INTO THE RENOVATION?

A master plan makes sense because you want to plan things out so everything works together and you don't have to pay twice because you built something and in a future phase you're pulling it apart. From an energy efficiency standpoint, the house should work together as a whole system. We understand the importance of insulation, quality windows and doors, how the HVAC is installed, where the ductwork is run. It's best that the ductwork

is properly sealed and it's also best that it's inside conditioned space. Even having drywall properly installed increases energy efficiency of the house.

IS THERE AN ADVANTAGE TO WORKING ON SEVERAL AREAS AT THE SAME TIME, SUCH AS INSTALLING NEW WINDOWS AND EXTERIOR DOORS WHILE HAVING NEW SIDING INSTALLED?

Yes. There are times when people want new windows and doors and decide to let the siding go for a while, and that can be done. Obviously, people do that all the time. But the exterior of the house really goes together best and makes the home the most airtight and waterproof if you do the siding and the windows and doors at the same time.

CAN A PROJECT LIKE THIS GIVE THE CLIENT A NEW HOUSE WITHOUT CHANGING THEIR ADDRESS?

It sure can. There is a cost to moving. If you sell your house, you have to pay a commission to the realtor. Unless you're young and strong and have a lot of friends willing to help out, you're going to be paying a moving company. And nine times out of 10 when people move into a new house, within the first 24 months



they do a significant remodeling project anyway, because unless you're having a custom house built, it's probably not exactly what you want. So when you look at all of those factors, you should at least take into consideration a whole house remodel. It can be worthwhile. **H&H**



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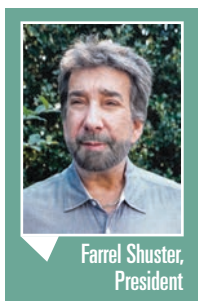
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Shuster spoke to *House & Home* to give us some insight into how this heating and cooling industry has rapidly changed through tech and innovation, supply chain challenges, financing and in-home clean air quality during the pandemic.



Farrel Shuster,
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SINCE CONSUMERS ARE NOW SMARTER ON ALL THINGS TECH AND INNOVATION, HOW HAS THIS AFFECTED YOUR APPROACH TO SALES AND SERVICE IN THE HOME HEATING AND COOLING INDUSTRY?

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IS IT POSSIBLE TO PROVIDE QUALITY AND AFFORDABLE CLIENT SUPPORT AND SERVICE WITH THE MOST ADVANCED EQUIPMENT AND SYSTEMS INTEGRATIONS FROM EXPERIENCED CERTIFIED TECHNICIANS?

Yes, however it must be done through efficiency. I found that training our service coordinators along with our pro technicians and pro installers created an efficient and uniform understanding of the family process; it created an environment where everyone understands everyone else's responsibilities. While the client service team doesn't perform HVAC services or installations, they can

support our clients with linear flow through the entire process which converts to an exceptional experience and product at the best value available.

HOW HAVE FLAT RATE PRICING, STRAIGHT FORWARD FINANCING AND MULTI-TIERED SALES AND SERVICE PACKAGE OPTIONS IMPROVED YOUR CLIENT EXPERIENCE?

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HOW HAVE SUPPLY CHAIN ISSUES AND OTHER PANDEMIC-RELATED SETBACKS WITH LABOR AND EQUIPMENT AFFECTED YOUR INDUSTRY? WHAT ARE YOU DOING TO RISE ABOVE THESE CHALLENGES?

Eighteen months ago, the pandemic changed the world and our business. A serious shortage of supplies and equipment, including freon, control boards and thermostats, from all main manufacturers hit our industry. After consulting manufacturer acquaintances, friends and HVAC gurus from my 35 years in the industry, I decided I needed to make a strong financial and personal commitment to my clients, employees and vendors. This commitment came



in the form of purchasing and storing these vital items in very large quantities and keeping an open supply chain. As an essential business we continued to remain open 24 hours a day, seven days a week and created a safe place for my home office staff, pro technicians and pro installers. We created a curriculum dedicated to COVID-19 protocols that would keep us focused on providing our same stellar service in a safer way that we will continue to use in the future. We are fully stocked to this day with the new knowledge, equipment and supplies we obtained during those challenging times.

WITH HEALTH AND WELLNESS TOP OF MIND FOR FAMILIES TODAY, WHAT PROCESSES AND INNOVATION ARE YOU USING TO ENSURE THE SAFETY OF YOUR CLIENTS AND THEIR CLEAN AIR QUALITY?

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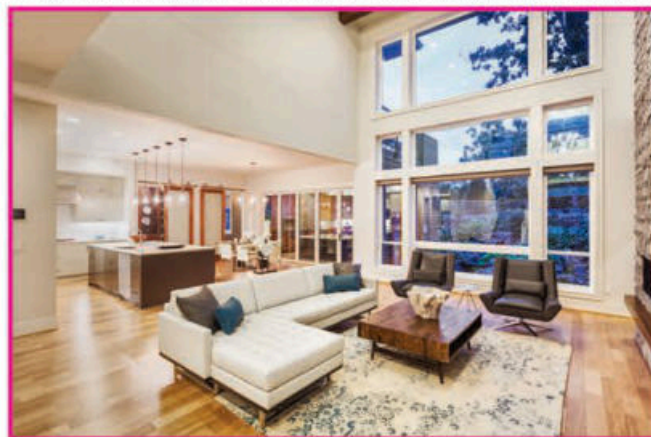


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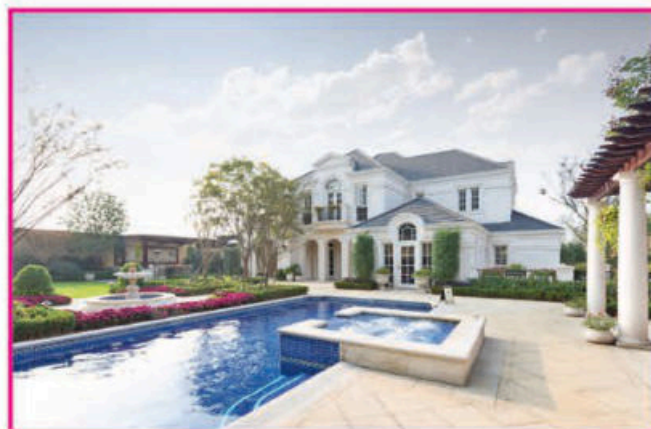
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An Energy-Efficient Exterior

Is your home ready for the winter ahead? *by Lindsey Getz*

With colder months just on the horizon,

now is a great time to start thinking about energy-efficient upgrades to your home's exterior. When you make these changes, you not only help reduce energy loss (which equates to dollars back in your pocket), but you also do your part in reducing your environmental impact.

"The main culprits of energy loss are through the attic space since heat rises—but also through inefficient windows and doors," says Adam Parnes of Global Home Improvement. "The first step for an energy-efficient home is to make sure your attic is properly insulated and then tackle windows and doors. In addition,

to lower energy bills, new thermal windows can really change the comfort level of a room. We recommend replacing the windows in rooms most often used such as bedrooms or family rooms."

Wayne Liss, owner of New Look Builders, Inc., agrees that attic space is a major source of energy loss. It can also happen around poorly insulated walls, poorly sealed windows and doors, leaky roofs and poorly maintained HVAC systems and appliances.

"With winter just around the corner, it would serve homeowners well to replace poorly insulated windows and doors now," he says. "Look into replacing your roof if it is more

than 20 years old and leaking. Also look into adding sufficient insulation to the attic and having your HVAC system serviced."

Another area of the home that is sometimes overlooked but really important in winter months is the chimney. Denise Davis, office manager for Davis Brothers Chimney Sweep & Masonry, says that cleaning your chimney ahead of those colder months when you'll be using it is a very important safety precaution.

Most chimney fires are a result of neglect and a chimney that has not been cleaned regularly enough, she says. Sometimes birds will make a nest in the chimney, unbeknownst to the homeowners. This can block up

the chimney and possibly even cause carbon monoxide to leak back into the home.

A properly cared for chimney can also have positive energy ramifications—and prevent problems.

"A proper cap on top of the chimney will also limit water damage and increase efficiency by preventing heat loss," Davis adds. "Sometimes homeowners have cracks in their chimney that they don't realize. That's why ongoing inspections and chimney maintenance are so important."

NEWER PRODUCTS ON THE MARKET

One of the benefits of upgrading various elements of your exterior

“

Most chimney fires are a result of neglect and a chimney that has not been cleaned regularly enough.”

DENISE DAVIS,
DAVIS BROTHERS CHIMNEY SWEEP
& MASONRY



is that many of the products available today are made with energy efficiency in mind. This is different from products of the past.

Parnes says that they recommend the new fiberglass window and door options because they not only add energy efficiency and comfort to a home, but they are also aesthetic upgrades. They'll boost curb appeal and add wow factor. Parnes says that Global Home Improvement recommends Infinity Fiberglass Windows and Doors from Marvin, which he says are eight times stronger than vinyl and will outperform and outlast wood windows.

Liss agrees that the products available today have also come a really long way. He says that there are new windows, doors, insulated siding, energy-efficient solar shingles and energy-efficient appliances available—all of which are helpful in preventing energy loss.

There are also great options

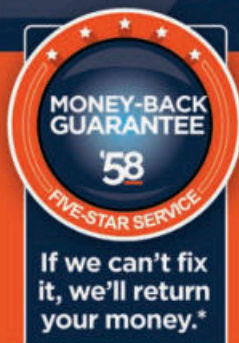
for attic insulation, Liss adds. Just a little bit of extra attention to this area of your home can go a long way in boosting its overall energy efficiency.

Roofing has also evolved—including the way in which they are installed. Mike Iannelli, co-owner of M&J Roofing, has been seeing the same problems emerge in roofs again and again.

“We find that the older generation of roofers didn't put a water and ice shield on the house and didn't put ventilation on the roof. That's huge right now,” he explains. “Without that ventilation, the humidity builds up and causes condensation and damages the shingles, which decreases their lifespan. We also found that they would use 15-pound roofing felt, which is almost paper-thin and doesn't provide enough protection between the structural wood and the shingles.”

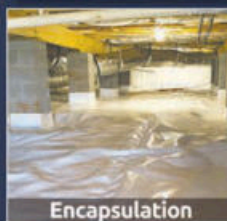
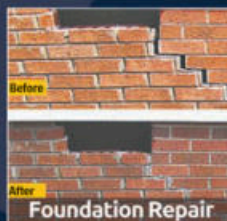
If a new roof is necessary, homeowners should know if it is being installed with all the

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“Do your research and discuss any concerns that you may have with an expert,” Liss advises. “Lastly, be wary of high-pressure sales tactics.”

Iannelli adds that his company only uses employees on staff—not subcontractors.

“I have four supervisors, all with extensive roofing experience and they are on-site for every job and available to the homeowner at all times,” he explains. “We stand by the proven materials we offer and take no shortcuts.”

MAKING A WISE INVESTMENT

While taking these proactive steps is an investment on the front end, they can also save money (plus hassles and headaches) in the long run. These additions will also increase the value of your home.

Parnes sums it up: “Rather than wait and let another season go by with your home wasting valuable energy, you can have

upgrades completed that will get your home ready for the winter.” **H&H**



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proper protections. “Our process from start to finish includes roof deck protection with GAF Deck Armor, which is used under the shingles and provides protection from wind-driven rain and trapped moisture; leak barrier; starter strip shingles, Cobra attic ventilation and ridge cap shingles. We leave nothing overlooked,” he continues.

Iannelli says that M&J also has a siding service and uses Alside vinyl siding, a brand that the company trusts.

CHOOSING THE BEST CONTRACTOR

When it comes to making any of these upgrades, choosing the right contractor for the job is important.

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Heating UP

The key to staying comfortable this winter is making sure your heating systems are running properly.

by Peter Proko

WITH THE SUMMER SUN ALL BUT FADED AND OLD MAN WINTER RIGHT AROUND THE CORNER, the cooler temperatures and gloomy weather will see beach blankets replaced by throw blankets as people move indoors for warmer conditions. Which means it's beyond time to find out if your heating or fireplace system is in need of service. Too often an afterthought, homeowners tend to neglect routine maintenance only to come face-to-face with much larger issues that may approach the point of no return.

According to Farrel Shuster, president and owner of Family Heating & Air Conditioning, semiannual checkups would go a long way into preserving your heating system.

"Ninety percent of the failures we see, the heater is going to go in the wintertime and the air conditioner in the summer," he says.

Shuster likens the situation to buying a brand-new car, but still having the need for an oil change to maximize efficiency and avoid more costly repairs down the road.

"For some reason, people don't accept that and try to get away with things and I see it cost them tons more than if they would actually spend the money to make sure the efficiency is there and the parts are not going," he adds. "It's been said that 60% of residential systems are not installed properly."

Jeff Olewine, general manager of C&C Heating & Air Conditioning, also feels preventive maintenance is of the utmost importance.

"Heating and air systems have many components and annual checkups often catch potential breakdowns before they happen in the extreme winter or summer days," says Olewine. "Systems that are not maintained typically have higher rates of failures and issues."

Aside from the age of the system, there are other warning signs for consumers to watch for like frequent breakdowns and a noticeable increase in operating costs. But, when it comes down to determining whether your heating system is in need of being simply repaired or in fact replaced, only an expert will be able to truly tell after examining things and running a diagnostic test.

These days, those replacing their heating

systems are increasingly gravitating toward higher-efficiency systems. Over the past decade, HVAC systems have become more technologically advanced and residents are eager to reap the benefits of upgrading their equipment while also keeping rising energy costs down.

"Customers are savvier; they are doing [their own] reading and investigating," says Shuster. "[A new system] is an investment and they want to know how they can reduce their bills and what are some options to make their home more comfortable."

Because there is no one-size-fits-all answer, it is vital for homeowners to seek the professional advice of a skilled and trusted industry professional. A system that is not sized properly, for example, will run inefficiently and cause higher operating costs—even if it just came out of the box.

And with the pandemic putting a renewed focus on indoor air quality, people are looking to improve the conditions inside their homes, especially during the winter months when respiratory viruses are more prevalent. Each home has a certain amount of air changes per hour and that information can be used to calculate how to capture airborne particles to

create the cleanest environment possible.

Olewine says the main things to consider when looking to improve one's indoor air quality are ventilation, purification, filtration and humidity. "There are products and solutions which can improve air quality in different ways and can help provide a healthier environment for you and your family."

Of course, a smooth operating furnace isn't the only way to turn up the heat to help fight off winter's chill. Besides creating a place to cozy up with loved ones, a fireplace also provides wonderful ambiance and more modern systems can easily become an extension of one's décor.

And there are plenty of options available to suit any household or style preference. While wood-burning fireplaces have a nostalgic vibe to them, the overwhelming number of folks looking to either install a new system or replace an existing one are opting for gas, according to Jen Kester of Kester Fireplace.

"We all can appreciate the traditional

wood-burning fireplace, but the problem is they are considered a negative for your house because they heat the room you are in while syphoning the heat from the rest of your house," she says.

According to Kester, vent-free gas log sets are extremely popular at the moment. They are designed to go into an approved wood-

burning device and provide an economical solution for bringing more heat into the home without changing the look of your fireplace. And energy-conscious consumers will appreciate the fact that they are 99.9% efficient. Conversely, direct-vent gas fireplaces are only around 70% efficient.

For those wondering if they should





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Heating Up

replace or convert their existing fireplace system, Kester says you'll want to consider these key factors: efficiency, damage and safety. Whether it is wood, gas or electric, depending on the issue, then it may be most cost-effective to change the system for something more updated.

"Sometimes it is more beneficial to upgrade to a current efficient system, which will reduce costs over time," says Kester. "If needing to replace a bunch of parts on an older system, the cost of those parts could end up being close to the cost of a new system. ... It is very important to have your fireplaces serviced routinely" to stay ahead of potential issues that may arise in the long run.

While fireplaces are not just for the living room any longer, and are now commonly found in bedrooms,

basements and backyards, Kester says the pandemic has certainly spurred a number of homeowners to install new systems inside the home.

"With more people working from home and converting unused spaces into their new office, having a heat source to be more comfortable during the day has also been popular," she says. "We've had many customers say that they've always wanted to add a fireplace to their home and now is the best

time for them to do so."

No matter how you plan to keep warm this winter, having a trusted professional assist you is the best way to ensure you don't get left out in the cold. **H&H**



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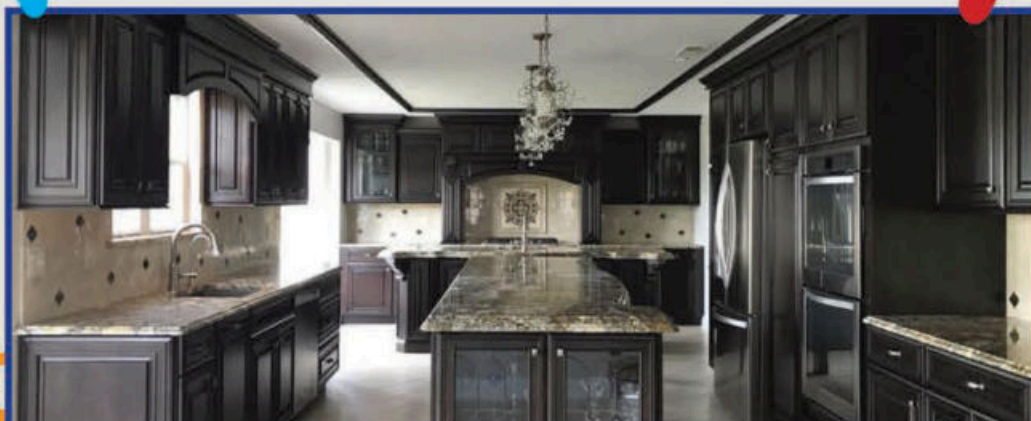
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Almost every aspect of American life depends on uninterrupted power. When the power goes out, even for a short time, it can be incredibly inconvenient, unnerving and even dangerous.

For a young mother of twins in Delaware County, a power outage that lasted four days following a severe storm left her feeling helpless and stressed. At the time, her twin girls were only newborns. After that experience, she began looking into options for whole-home power generators. She felt fortunate to have found Colonial Generators. Having recently moved, she says she is planning to have Colonial install a home generator once again. She simply cannot imagine living without one anymore.

"In the area that we previously lived, we lost power frequently—as often as two or three times each month, largely because of all the trees around us," says the homeowner, who asked to remain anonymous. "Even if it was just a few hours, it was hard with new babies. Heating formula or even just keeping the house warm were suddenly stressors I had to think about."

After having the home generator installed, the homeowner says she never even noticed when the power went out in her area. Backup power would kick on so quickly, so it seemed as though nothing had even happened.

That's exactly what a whole-home gener-

ator is meant to do, according to Nikos Papadopoulos, president of Colonial Generators. When a home loses power, an automatic transfer switch shifts immediately to the standby generator. Only a few seconds pass between the power going off and then kicking back on—like a "quick blip," Papadopoulos says.

Although Papadopoulos says the trend toward whole-home generators remains in its infancy—approximately 5% of homes have full backup power, he estimates—the need continues to increase. The COVID-19 pandemic, in which people spent more time than ever at home, has made this need quite clear. When unnerved homeowners were stuck home with no power, Colonial Generators received a significant uptick in calls and requests for price quotes.

"As people experienced power outages in the midst of being stuck at home during this pandemic, I think the need to have power at all times really emerged," Papadopoulos says. "Homeowners were stocking up on food and had freezers full of meat. There was a lot to be lost if the power went out for too long."

Likewise, generators have equipped many businesses with essential backup power. Local restaurants are a fine example. Restaurateurs who were already coping with razor-thin margins even prior to the pandemic certainly cannot afford to throw away any food due to power outages and other preventable disruptions.

With the need rising, Papadopoulos believes home generators will become an increasingly important part of America's future. He equates it to the comforts of heating and air conditioning, once considered an indulgence that has become a necessity most people cannot imagine doing without.

"We believe in the not-too-distant future that whole-home generators are going to become a standard part of homeowners' lifestyles," he adds. "There are many different benefits to having backup power, and we all

want to have life uninterrupted. With people at home more than ever, the need will only grow."

Of course, he suggests homeowners should carefully vet providers when selecting a professional to install and maintain their generator. With the "newness" surrounding this market, some inexperienced providers have jumped into the fray. The benefit to choosing a provider such as Colonial Generators is that the company focuses solely on generators.

Worth the Investment

Colonial Generators has the specialized expertise needed to sell, install and service generators for homes and businesses. Papadopoulos considers this an important point, adding that no one can afford to be left "in limbo" if something goes wrong and no one is available to fix the problem.

"For some people, especially the elderly or those with medical needs, losing power is more than an inconvenience," he says. "For some, losing power can be really serious. It's important you get a whole-home generator from a reputable company that can also service their work."

To his point, the decision often comes down to peace of mind. Going without power for any amount of time can be frustrating. And for the young Delaware County mother referenced earlier in this story, having babies at home without power has the potential to cause unwanted stress. Now, she considers a whole-house generator nothing less than a necessity.

"It's an investment, but it's worth it," she says. "While they have small generators that you can buy yourself and will give you some power, once you've experienced whole-house power like this, it's really hard to imagine living without it."

Papadopoulos says he's thrilled to be able to make this service available to homeowners and business owners. Also, because Colonial Generators offers financing plans, whole-home generators are more affordable than ever.

"As an owner, I'm just really excited about what whole-home generators can do for people," he adds. "It's a solution for homeowners who not only want to avoid inconveniences to their lifestyle but who want to have comfort knowing that they won't lose food or heat or even medical supplies or baby formula that needs refrigeration."

"This is a solution that will give people peace of mind," he continues. "And for many, that's invaluable." **H&H**

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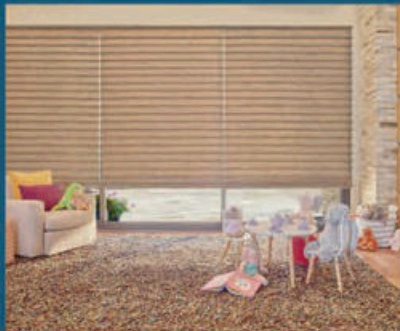


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