

BUSINESS • LIFE KENILWORTH

PUBLISHED BY KENILWORTH CHAMBER OF COMMERCE



Issue #13

February 2009

The Kenilworth Chamber of Commerce is an affiliate of the Gateway Regional Chamber of Commerce.

NEXT CHAMBER EVENT

FEBRUARY 11, 2009

8:30 AM

KENILWORTH INN
KENILWORTH BOULEVARD
KENILWORTH, NJ

What to Expect at Meetings – At Kenilworth Chamber Meetings you'll be networking with other businesses, learning what's going on in the Borough from municipal officials, and having the opportunity to explain through the Member Spotlights what you do and why you're the best at it!

You may just show up, but we would like a head count. Please let us know if you plan on attending by calling the Chamber office, by calling 908-352-0900 or via email to helendurish@gatewaychamber.com.

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FIRST ANNUAL EMPLOYEE & VOLUNTEER AWARDS

At the reorganization meeting of the governing body of the Borough of Kenilworth held on January 7, 2009 the Mayor and Council presented the first annual Employee and Volunteer of the Year Awards.

John Beninati was honored as Kenilworth's volunteer of 2008. John was first appointed to the Planning Board on January 1, 1996. From that point on he acted as the Board Secretary which, in most municipalities, is a paid position. But John did it for the good of the Borough voluntarily.

Mayor Fiamingo stated, "We can't thank John enough for the countless hours he has spent coordinating applications, speaking to applicants and their attorneys to make sure that everything went smoothly before the Planning Board and Board of Adjustment. Believe me when I tell you, he will be sorely missed by the Board and by the Boro."

Mayor Fiamingo thanked John for all he has done, on

behalf of the entire Council, as well as the members of the Planning Board and Board of Adjustment.

Ellen Johns has been employed with the Borough since 1987. She joined the Construction Department as a part-time Clerk and eventually became a full time employee. For close to 22 years Ellen has been a mainstay in the Construction Department. The Mayor commented "It is not an exaggeration when I say that without her our inspectors, who are all part-time, would be lost."

"Any resident who has had the need to visit the Construction Department for any reason can attest to Ellen's pleasant disposition. She always has a smile for whoever is at the counter, even when that someone is a bit difficult to deal with. Ellen is truly someone without whom the Borough could not function as well as it does. We are honored to have her with us." Fiamingo added.



(above) Ellen M. Johns named Employee of the Year

(left) John Beninati named Volunteer of the Year.

VFW FIRST ANNUAL RECOGNITION AWARDS NIGHT



The Veterans of Foreign Wars Post 2230 located at the Kenilworth Veterans Center held their First Annual Recognition Awards Night on January 17, 2009 to honor Les Bartell, Marty Sica, Lenore Jeans, Joe Neri and Cheryl Vesselli. Commander Bob Jeans and KVC President Jerry Dobbins honored them for having gone above and beyond in their support of and contributions to Post 2230 and the KVC. In a letter to the VFW, Mayor Kathi Fiamingo congratulated the honorees and stated that they have contributed to the strong sense of community which makes our Borough special.

(left Post Commander Bob Jeans, Honorees Lenore Jeans, Marty Sica and Cheryl Vesselli, KVC President Jerry Dobbins. Missing from photo, honorees Les Bartell and Joe Neri.

BUSINESSES AND FORMER U.S. ATTORNEY GENERAL HONORED

During their 97th Annual Dinner Meeting which was sponsored by TD Bank the Gateway Regional Chamber of Commerce recently honored three businesses that have played a key role in the chamber's growth by providing tremendous support to the Chamber, and the community as a whole. Cardinal Land Properties, Inc. was honored as Small Company of the Year. Also honored were Costco Wholesale – Large Company of the Year and Northfield Bank – Medium Company of the Year.

Chris Christie, the former U.S. Attorney for New Jersey, received the chamber's Good Housekeeping Award for doing more to stomp out corruption in New Jersey than anyone else. Christie was recognized for his New Jersey track record of 132 convictions and zero acquittals.

The Annual Awards Dinner has grown to be the largest business dinner in the northern New Jersey region.



(above, l-r) Gateway Chamber President James R. Coyle presented Chris Christie with a gag award of a shovel modified to catch criminals.

BUSINESS • LIFE KENILWORTH

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Over three thousand newspapers are printed monthly and distributed free to every postal patron in Kenilworth.

Although great care has been taken to ensure the information contained within is accurate, Gateway Regional Chamber of Commerce assumes no liability for errors or omissions.

Gateway Regional Chamber of Commerce welcomes the comments and concerns of its readers put into writing and sent to:



P.O. Box 300

Elizabeth, NJ 07207-0300

908-352-0900

908-352-0865 Fax

Email us at info@gatewaychamber.com

Vice President: Kate Conroy

kateconroy@gatewaychamber.com

Kenilworth Chamber of Commerce Chairman

Chairman: Joe Renna: 908-447-1295

joerenna@joerenna.com

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www.kenilworthnj.com

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Kathi Fiamingo

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Borough Clerk	276-9090
Tax Office	276-5800
Board of Health	276-2740
Building Inspector	276-5802
Public Works	276-5073
Library	276-2451
Senior Center	272-7743
Kenilworth Board of Education	276-5936

www.kenilworthschools.org

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ADVERTISING & PRESS RELEASES

Inquiries concerning advertising and submissions of press releases can be made to the Gateway Regional Chamber of Commerce via phone, fax or email to:

KATE CONROY

Email: KateConroy@GatewayChamber.com

Phone: 908-352-0900

Fax: 908-352-0865

Kenilworth Veteran's Center
VFW Post 2230 presents

Valentine's Day~50's Dance



Saturday

February 14, 2009

8:00 p.m. - 1:00 a.m.

Kenilworth Veterans Center

\$25 per person - includes:

**Draft beer, Wine & Soda
and a red rose for each lady!**

Bring your own snacks

TICKETS AVAILABLE AT VFW LOUNGE

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MEMO FROM THE MAYOR

KCoC • Page 2 • Feb 09



Opening comments by the Mayor at the 2009 Reorganization Meeting of the Kenilworth Borough Council

I would first like to wish everyone a healthy, happy and successful New Year. Although the economic forecast remains dour, I am confident that our great country will once again find its way back to prosperity. I am just as confident that the people of this great Borough will band together to help one another through the rough spots.

I want to congratulate Councilmen Leary, Klinder and Candarella on their election. We have a great deal of hard work ahead of us and I look forward to working with them and the rest of council.

2008 was an exciting year for me as your Mayor. It was certainly challenging, financially. The State, with its ever increasing need for more funds attempted to balance its budget on the backs of the municipalities and ultimately the tax payers.

Kenilworth was one of the municipalities targeted for one of the more severe penalties because of our small size. When it was all said and done, the State reduced our aid by \$253,000.00 or almost three tax points.

Combined with the reduction in State Aid, increases in pension contributions, contractual salary obligations, Rahway Valley Sewage Authority fees, and health insurance premiums reached close to a million dollars – almost 11 tax points - before we even looked at our local departments and services. Despite this, the Council's finance committee working with our Finance Officer, Nancy Nichols and our department heads cut operating expenses in order to minimize the tax increase to the residents.

In the coming year we have even more difficult financial issues to face. The scheduled increase in sewer fees to the Rahway Valley Sewerage Authority alone is approximately one half million dollars and the Governor has announced that municipal aid will again be cut. I am sorry to report that this will translate into another difficult year for the Borough financially.

In 2008, several projects that were stalled for years were jump started and hundreds of thousands of dollars in grant money which were almost lost were saved through my efforts. One of those projects is the Library Elevator, which should be up and running within the next couple of months.

An architect for the public safety building has been hired and has started the process of discussing the Borough needs for the building in order to begin the design phase. When a proposal for the building is completed, we will present it at a meeting so that the public is kept informed on what is being proposed as well as the cost of the proposal.

A grant for the public safety building in the amount of \$190,000.00 was slated to expire on December 31, 2008. When I was advised that it would not be renewed due to the lack of action on the project by the prior administration, I contacted Senator Lesniak and Assemblyman Cryan and as a result the grant has been extended through the end of 2009.

In 2008 I promised to hire qualified local professionals to better help our residents. Our new building inspector and zoning enforcement officer are both local residents who go above and beyond in performing their duties. Our Borough Attorney's law office is within walking distance of Borough Hall and he is always available to provide his advice. Today I am appointing another local attorney to the position of Municipal Court Judge. I am making good on the promises I made to our residents.

Our new Borough Engineer has been a tremendous asset. He has sought and found solutions to problems that we have experienced for years and is a welcome addition to our Borough family. Through his recommendation, I reached out to the Townships of Cranford and Clark to obtain their assistance for our Department of Public Works at no cost to the Borough. We can look forward to more of these types of shared services in the future.

I would also like to commend and thank our department heads, Police Chief Dowd, Superintendent Ryan, Fire Chief Giordino, Finance Officer Nancy Nichols and of course, our Clerk Hedy Lipke and all of the Borough employees for their hard work and help over this past year, as well as the many volunteers who devote their time and effort for the betterment of our community.

Finally, I would like everyone to remember our men and women in the armed forces and keep them in your thoughts and prayers. I know we all hope that they stay safe and thank them for keeping us secure at home.

May God bless you all and the Borough of Kenilworth and may God Bless America.

Mayor Kathi Fiamingo

UPCOMING MEETINGS

GOVERNING BODY OF THE BOROUGH OF KENILWORTH

All meetings are held in Council Chambers at Borough Hall, 567 Boulevard.

FEBRUARY 10, 24 - Work Session

to start at 7:30 PM

FEBRUARY 11, 25 - Regular Meeting

to start at 8:00 PM

UPCOMING PLANNING BOARD MEETINGS

All meetings are held at Borough Hall, 567 Boulevard.

FEBRUARY 5 - Regular Meeting

to start at 7:00 PM

KENILWORTH BOARD OF EDUCATION

All meetings are held in the Board Conference Room at David Brearley Middle/High School at 401 Monroe Avenue.

FEBRUARY 9 - Regular Meeting

to start at 7:30 pm

MARCH 2 - Regular Meeting

to start at 7:30 pm

*Kenilworth's Rotary Club
meets at The Blackthorn,
located on Michigan Avenue each
Wednesday
for lunch at 12:15 pm.*

By Kate Conroy, Vice President

Let's face it: these are some scary times we're facing. Historically, during times of economic stress, businesses have tended to go with their gut-instincts and cut spending on non-fixed costs – you have to pay rent, keep the phones on and pay the electric bill. Non-fixed costs have almost always included marketing.

As a result, people stop buying your product and you stop marketing simultaneously.

It's not a good formula for success, one might argue. But it's hard to argue with a business owner who sees his profits dwindling that extras and frivolities are necessary expenses.

The problem, however, is in lumping in marketing dollars with "extras" and "frivolities." Until we have the word-of-mouth power of Google or Verizon, we are all happy to get all the help we can.

What better help is there than the chamber? Where else do you get 170 events throughout the year, the chance to pitch your product or service as often or to as many people, and the aid of a personal introduction?

The trick is in taking advantage. We are all amazingly busy. I often marvel at the speed with which my week passes. Every time I turn around it's Friday and that's because every day we have one meeting or another, and go to them all.

It's a big commitment. The reward, however, is getting to know someone, perhaps making a friend and doing some business.

People do business with people they know, like and trust. The alternative is opening the phone book, which is something I haven't had to do since I took this job.

You might think you have enough friends and that might be true, but are you really willing to say you don't want any additional business? Because that's what you're turning down when you turn down the chamber. We are a huge organization, but we're also very tightly knit and we're constantly talking to each other.

For example, a new member recently asked me to make an introduction to several banks, and I did. No other chamber or business organization gets involved at that level.

It goes beyond those of us in the office, however. If you meet a member at a meeting and

they know someone who can help you, they'll probably make an introduction.

Sales are great, of course, but math is math and every new sale costs money – whether because of a commission or those pesky marketing dollars we were talking about earlier.

What doesn't cost anything is money saved and the chamber can help you there, too. The Affinity Programs are special discounts on products and services that all businesses use and need. You have to buy office supplies and you have to buy them somewhere. Why not look at the chamber's program with W. B. Mason and see if they can save you money?

More often than not they can and it doesn't cost a thing. On average, W.B. saves members 15 percent. The industry standard is that most businesses spend approximately \$500 per employee per year on office supplies. If you have 20 employees you're probably spending about \$10,000 on office supplies each year. Could you really do without an extra \$1,500 in your pocket?

I can think of a lot of things I could do with \$1,500. And this is just one program; let's not forget about the other 16!

All you have to do is ask. That's what we're here for. The chamber exists for one purpose: to promote and advance your business interests. That means helping you make money and helping you save money. We've been doing it since 1911 and, frankly, no one does it better.

Scary times or not, life goes on. As member Eric Segal said to me this morning, "It's time to buckle down and get through this. And we will get through this."

You can get through this by scrambling and cold-calling or you can get through this with the help of the Gateway Regional Chamber of Commerce – by attending events, getting introductions, making introductions, saving money and meeting people.

There is no better time to join the chamber. We have more people, more connections and more business than any other organization in this region.

Kate Conroy can be reached at 908.352.0900 or kateconroy@gatewaychamber.com.

GATEWAY CHAMBER EVENTS

- 2/11 KENILWORTH CHAMBER MEETING**
8:30am Kenilworth Inn, Kenilworth Boulevard, Kenilworth, NJ
- 2/13 LOCAL & COUNTY AFFAIRS COMMITTEE MEETING**
8:30am Location to be announced
- 2/17 IRISH BUSINESS ASSOCIATION NETWORKING EVENT**
6:00 pm Molly Maguire's, 1085 Central Avenue, Clark, NJ
- 2/18 EMPLOYER LEGISLATIVE COMMITTEE MEETING**
8:00am Lana's Fine Dining at Hyatt Hills, 1300 Raritan Road, Clark, NJ
- 2/19 GATEWAY ASSOCIATION OF BUSINESS WOMEN MEETING**
11:45am La Casa di Martino, Roselle Park, NJ
- 2/24 LINDEN CHAMBER MEETING**
8:30am Hampton Inn @ Aviation Plaza, 501 West Edgar Road, Linden, NJ
- 2/25 CLARK CHAMBER MEETING**
8:30am Sovereign Bank, 1005 Raritan Avenue, Clark, NJ
- 2/26 SPRINGFIELD CHAMBER MEETING**
8:30am Springfield OEM, 200 Mountain Avenue Springfield, NJ
- 2/27 SOMERSET HILLS BUSINESS NETWORK MEETING**
8:00am Royce Brook Golf Club, 201 Hamilton Road, Hillsborough, NJ
- 3/5 WORKFORCE EDUCATION COMMITTEE MEETING**
8:45am Gateway Chamber Downstairs Conference Room, Elizabeth, NJ
- 3/5 NETWORKING PROFESSIONALS OF NEW JERSEY MEETING**
7:30am Perkins of Green Brook, Route 22 East, Green Brook, NJ

The Kenilworth Business Life welcomes news and press releases from the community. To submit your news call 908-418-5586 or email: info@gatewaychamber.com



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RESIDENT, MOVED BY STORY, DONATES TO LIBRARY

Kenilworth resident Jackie Fidurski is not the type of person to sit on the sidelines when those in her community are in need. After reading about the recent theft of a donation jug from the Kenilworth Public Library and learning that the Kenilworth PBA Silver Card Association had donated \$500 to the library to help replenish the funds, Ms. Fidurski felt compelled to do her part to help the library as well.

After having been contacted by Ms. Fidurski, about her desire to help the library, Kenilworth police sergeant Tim Dowd made a return visit to the library on January 26, this time accompanied by Ms. Fidurski, so that she could make the presentation of her personal \$500 donation to Library Director Dale Spindel. Upon presenting the check, Ms. Fidurski told Spindel, "I feel that the library is such a vital part of this community and I really had to help out with this." For her part, Spindel was thoroughly delighted and astonished. "It was really disheartening for all of us at the library when the donation jug was stolen. However, it is remarkable to me that this unfortunate incident has been transformed into such a wonderful show of support for the library,

and the community is lucky to have residents like Jackie." Added Sergeant Dowd, "Ms. Fidurski has been an avid supporter of several different community-wide fundraisers, including the Kenilworth PBA and the 9-11 World Trade Center Fund for the families of Kenilworth victims. Jackie should be proud of her continued support of this community and this Borough should be proud of her."

The library plans to use the replenished donation account to purchase a computer workstation with bilingual software specifically designed for children between the ages of two and five. Additional funding for this project will come from special donation accounts set up in memory of deceased Kenilworth residents Herman Forman and Patricia Waldvogel as well as from a special memorial account set up in memory of former children's librarian Pat Malfetti. The Kenilworth Public Library is still accepting donations at 548 Boulevard.



(above, l-r) Kenilworth Police Sergeant Tim Dowd, Library Director Dale Spindel and Kenilworth resident, Jackie Fidurski.

VEHICLE SECURITY

From the desk of Police Chief William Dowd

The police department would like to remind residents and businesses in the Borough to properly secure their vehicles at their homes or places of business in the Borough. Once again, we are experiencing burglaries into parked motor vehicles, especially in the residential neighborhoods. Unfortunately, people are unknowingly contributing to the problem by not properly securing their vehicles or property. We have reports of vehicles being stolen and learn that the owner/driver left the keys in the vehicle. Do not leave any unattended vehicle running with the keys in them or leave your keys in the vehicle for your convenience.

We also have reports of items being stolen from parked vehicles and learn that the owner/driver left the items in plain site. The thieves take the opportunity to look into vehicles to see what is available and in many instances are able to see valuable property just sitting out in the open. GPS systems are a real favorite item to steal and owners who leave them out in the open are just waiting to be victims. Remove the GPS system (if portable) from any area that is visible from the outside of the vehicle. Also remove the suction cup mount from the windshield and wipe off the suction cup mark from the glass. A few extra minutes to take the GPS with you may deter a thief and save you the cost of a replacement.

If you see any suspicious activity at all in your neighborhood, please call the Kenilworth Police Department at (908) 276-1700 or dial 9-1-1 if an emergency.

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LEARNING FAIR AT ST.THERESA'S SCHOOL IN KENILWORTH

Children were able to showcase some of their school projects with the opening of Catholic Schools Week.

The theme was "Sailing Towards Success", and the children had a great time in doing so.

From astronauts to the Great Wall in China, to the Vatican all complete in gold, families were able to view projects made from students in Pre k to 8th grade.



(above, l-r) Andrew and Joseph Gasper.



(above) Jeremy and Justin DiGesù showing their Mom their powerpoints and space projects.



(above, l-r) 7th grade girls painting a Geisha mural Camille McKenzie, Maggie Ortuso, Samantha Cabrera, Molly Dillon, Meggie Dillon, Megan Mabene.



(above, l-r) Anthony Colletti and Luis Rojas drawing a dragon for their projects.

KENILWORTH SENIOR'S JANUARY BIRTHDAY PEOPLE



(above, l-r) Fran Duffy, Ernie Hammer, Jennie Myers, Maria Ticki

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(above) The Kenilworth Public Library recently presented a Winter Craft program. Children had an opportunity to create decorative mittens and a mitten wreath. Emma Kessler, age 5 and Joseph Triano, age 6, both of Kenilworth assemble and decorate their mitten wreath.



(above, l-r) The Kenilworth Library recently announced the winners of the December 2008 Birthday Book Raffle: Ryan Fitzsimmons, age 4 of Kenilworth and Isabella Federico, age 7 of Kenilworth. Each child received a new book as their prize. Children, ages 3 through 12 years old may enter the Birthday Book Raffle during the month of their birthday. Two winners are selected to receive a new book each month.

LIBRARY PROGRAMS

The winter schedule of regular library programming for children is as follows:

TODDLER TIME (FOR 2 YEAR OLDS)

- Registration is required
To be held on the following Wednesdays from 10:30 to 10:50 AM
February 11 & 18.

STORY TIME (FOR AGES 3 & UP)

- Registration is required
Morning and Afternoon sessions to be held on the following Thursdays from 10:15-10:45 AM & 3:30-4:00 PM
February 12 & 19

BINGO FOR YOUNG CHILDREN

- No registration required
Fridays: 3:30 - 4:00 PM
February 6 & 20

BINGO FOR CHILDREN WHO CAN READ

- Fridays: 3:30-4:00 PM
February 13

VALENTINE'S DAY CRAFT

Saturday, February 7, 11:00 AM to 12:00 Noon

READ TO A THERAPY DOG

Sign up for a 10 minute session. Ages 5 & up
Thursday, March 5: 7:00 PM
(Preregistration required)

KENILWORTH PUBLIC LIBRARY PARTICIPATES IN "PICTURING AMERICA"

The Kenilworth Public Library has been accepted as one of 76,000 recipients nationwide of the National Endowment for the Humanities' "Picturing America" program for 2009. The library was the recipient of forty large, high-quality reproductions of selected masterpieces of American art which will be displayed on a rotating basis on the library's main floor between now and June and which will be made part of the library's permanent collection.

The goal of "Picturing America" is to allow members of the public to learn about American culture and gain a deeper appreciation of our country's history by providing access to some of our America's greatest artwork. Images to be displayed include Gilbert Stuart's portrait of George Washington, Alexander Gardner's photograph of Abraham Lincoln, Emanuel Leutze's Washington Crossing the Delaware, Norman Rockwell's Freedom of Speech, and Robert Gould Shaw and the Fifty-Fourth Regiment Memorial. The collection also includes examples of Native American heritage such as Black Hawk's "Sans Arc Lakota" Ledger Book.

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SCHOLARSHIP APPLICATIONS AVAILABLE

Funds raised by the Kenilworth Chamber of Commerce from the "Taste of Kenilworth" event will go to scholarships for graduating high school students living in Kenilworth, who are planning to pursue a certificate or associate degree.

These scholarships were originally established to aid high school students who intend to pursue certificate or associate degree programs in New Jersey with a specific career objective. Preference will be given to students pursuing post-high school education other than traditional four-year college programs.

Scholarships of up to \$1,000.00 will be awarded to the institution for the account of successful candidates. Students can be from high schools other than David Breauly as long as they live in Kenilworth.

The deadline for returning the scholarship applications is FRIDAY, MAY 1, 2009. If you have any questions, please call Helen Durish at the Chamber office at 908-352-0900.

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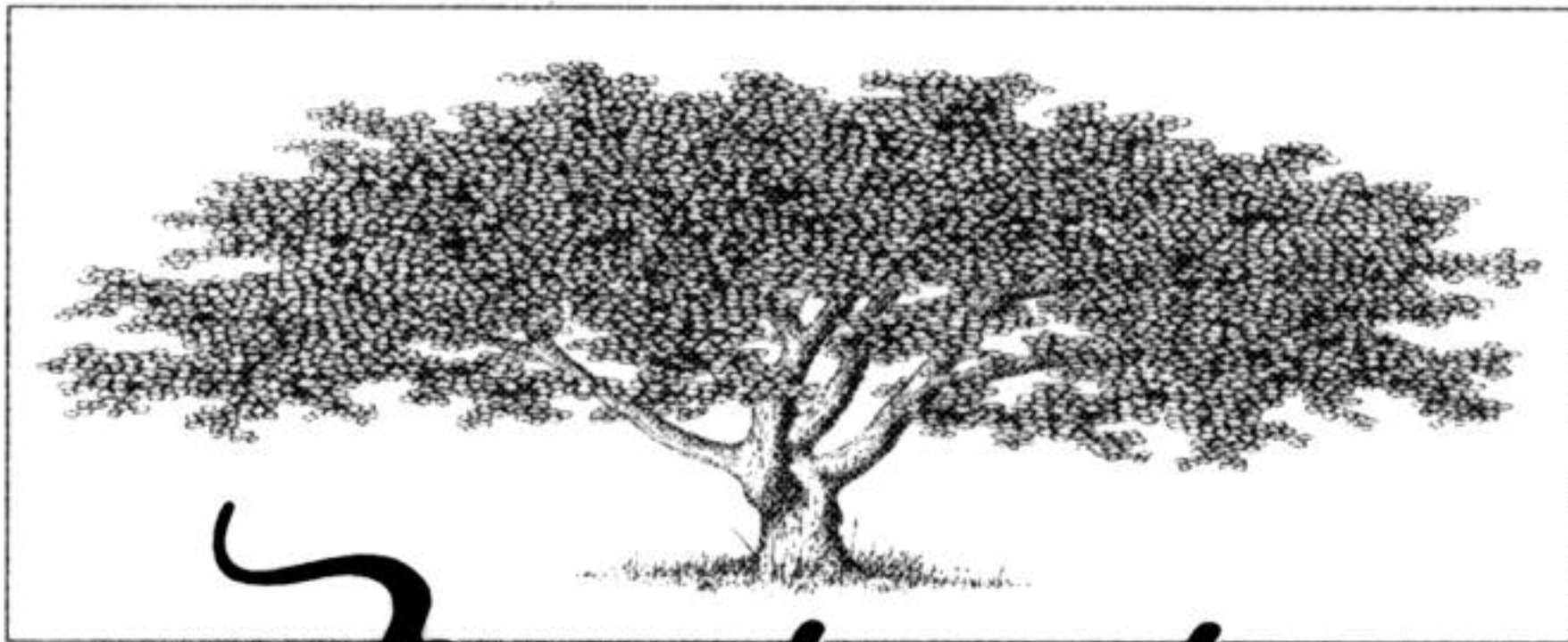


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TAX CREDITS AVAILABLE FOR HOME IMPROVEMENTS

Home improvement tax credits are now available for home improvements "placed in service" from January 1, 2009 through December 31, 2009.

Home improvement tax credits are available for insulation, replacement windows, skylights, doors, roofing, insulation, among other fuel saving products that are rated for highest efficiency levels by ENERGY STAR.

ENERGY STAR is a joint program of the U.S. Environmental Protection Agency and the U.S. Department of Energy helping us all save money and protect the environment through energy efficient products and practices.

By installing eligible windows and skylights, you may receive a tax credit of 10% the cost up to \$200. Exterior doors qualify for a tax credit of 10% of the cost up to \$500. Installation costs are not included. The maximum amount of homeowner credit for all improvements combined is \$500.

According to the DOE choosing ENERGY STAR qualified windows designed for our area of the country can save \$20-\$95 each year in energy costs. With proper installation to ensure all gaps are sealed around them, ENERGY STAR qualified windows can help improve your comfort, cut drafts, and reduce fading of interior furnishings.

According to the EPA, about \$40 billion is spent annually in the US to air condition

buildings, one-sixth of all electricity generated in a year! ENERGY STAR qualified roof products reduce the amount of air conditioning needed in buildings, and can reduce energy bills by up to 50 percent.

A reflective roof can reduce peak cooling demand by 10-15%. As a result, the home or building owner may be able to purchase a smaller, more efficient, and less expensive cooling system.

ENERGY STAR qualified roof products actually increases the life of the roof by maintaining a more constant temperature and reducing thermal shock, which occurs when cool rain hits a hot roof, causing a sharp drop in temperature. During temperature changes, a roof expands and contracts, causing stress and degrading the roof.

These are just a few benefits to improving your home's "envelope". The government's ENERGY STAR website has many more suggestions and benefits that saves money and energy, not to mention the positive effects on the environment.

At Joe Percario General Contractors we use ENERGY STAR rated materials. In fact we install windows with the top three highest ratings. Our home improvement consultants are trained to evaluate your home to suggest energy saving solutions. Feel free to call us at 908-245-1071.

For information about products, certifications and the ENERGY STAR program visit joeknowsmyhome.com



OUR WINDOWS ARE RATED #1 IN PERFORMANCE BY ENERGY STAR

Joe Percario General Contractors is the exclusive distributor of Starmark windows which manufactures windows with the top three highest Energy Star ratings. Plus, they are 1/3 less expensive than other leading brands!

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