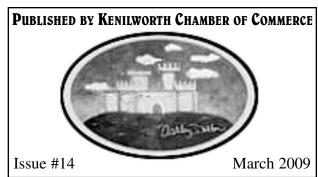
ENILWORTH



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

NEXT CHAMBER EVENT

MARCH 11, 2009 8:30 AM ACCESS SELF STORAGE 750 BOULEVARD KENILWORTH, NJ

What to Expect at
Meetings – At
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Meetings you'll be
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what's going on in the
Borough from
municipal officials, and
having the opportunity
to explain through the
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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.

Kenilworth Chamber of Commerce P.O. Box 300 Elizabeth, NJ 07207-0300

KENILWORTH SISTERS TEAM WINS NJ ROBOTICS TOURNAMENT

Kenilworth residents Marissa, Gina and Adrianna Scalzo are team members of the robotics Team Overdrive. Last year, Team Overdrive competed in the FIRST Tech Challenge (FTC) division. FIRST is an acronym, for the Inspiration and Recognition of Science and Technology. Team Overdrive took first place in all 4 regional competitions they attended, as well as the "Tech" division of the International Competition in Atlanta, GA., (where robots fit into an 18" cube) earning "World Champions" status.



(above) Gina and Marissa Scalzo are holding the banner and their younger sister Adrianna is standing on the far right.

MANNIX SIGNS WITH HOLY CROSS

David Brearley High School's Tommy Mannix declared his intentions of attending Holy Cross University. Tommy is Brearley's quarterback and plays basketball and baseball.



(above, standing, l-r) Football Coach, Dennis Lonergan; Athletic Director and Head Football Coach, Scott Miller; Principal Charles Cappello; Superintendent Dr. Lloyd Leschuk. (seated, l-r) Tommy's dad, Tom Mannix; Tommy Mannix; mom, Joanne Mannix; Director of Guidance, Renae Bush.

BREARLY WRESTLERS STATE CHAMPS



(above) David Brearley wrestlers after defeating Hanover Park 40-21 in the State Sectional Championship match.

After winning the championship, the team decided to take on a bigger challenge and move up to the FIRST Robotics Competition (FRC) division. These robots are the size of a washing machine and this is the league where the "Big Boys" play.

Teams in this league have large corporate sponsors and large teams usually of 30-40 high school students. Team Overdrive has just ten students, all home educated, with modest financing.

The rookie team started its FRC career at the NJ Regional Competition at the Sovereign Bank Arena in Trenton. There were 61 teams at the competition, representing 5 different states and 2 teams from Canada.

This year's game was called "Lunacy". Teams try to score hollow plastic "orbit" balls in goals pulled by their opponents. But, to make it more challenging, the playing surface is a slippery sheet, called "regolith".

Team Overdrive was the only rookie team attending the NJ Regional Competition this year, but that didn't stop them from winning all their qualification matches, and being ranked #1.

They went undefeated in the Semi and Quarter Final matches and won the Finals matches, against the reigning champion veteran teams and are now FRC NJ Champions.

"It was an amazing feeling" said Marissa, a senior on the team, "as soon as they announced the score for the final match, we all ran down on the field yelling and screaming with excitement!"

Along with winning the NJ Regional Competition, which earns them a spot in the International FRC Championship in Atlanta, GA this coming April, Team Overdrive won the All Star Rookie Award, which is the most prestigious award given to rookie teams.

Even while they are celebrating this win, they are looking ahead. "During the celebration dinner, we were already talking about how we could improve our strategy and how we could prepare better for the next regional." said Marissa "We have been called 'Team Overkill', but we just have a drive to improve on what we have done-we're always looking to improve."

Their cheering section in the stands, made up of parents, siblings, grandparents, and friends, was all decked out in bright yellow and black-the team colors. The logo for Team Overdrive is a tire spinning, and some team members as well as younger siblings had yellow and black tire tracks painted on their faces showing their team spirit.

Next for Team Overdrive is competing at the NY Regional Competition on March 6th, 7th, and 8th at the Jacob K. Javits Center. Team Overdrive is sponsored by Umicore, Evonik Industries, NASA, Healthcare Facilities Management Society, Firestop Solutions and Colonial Metals. You can contact Team Overdrive by sending and email to Teamoverdrive@teen-technology.org or by visiting www.team-overdrive.com.

BUSINESS • LIFE ENILWORTH

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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:



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Vice President: Kate Conroy kateconroy@gatewaychamber.com

Kenilworth Chamber of Commerce Chairman Chairman: Joe Renna: 908-447-1295 joerenna@joerenna.com

KENILWORTH, NJ

www.kenilworthnj.com MAYOR: Kathi Fiamingo

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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

MEMO FROM THE MAYOR



Despite the current push from the State to eliminate small communities like Kenilworth, there are times in life when you can't help but acknowledge how lucky we are to live in this great little town.

I experienced just such a moment recently when I was invited to attend the Kenilworth Volunteer Fire Department and Rescue Squad 2007-2008 Awards Banquet at the Kenilworth Inn. This dinner used to be held annually to recognize the efforts of the members of the Department during the previous year. Due to rising costs and the Department's focus

on completing the construction of the Fire Department building expansion – at no cost to the taxpayers - the celebration has been scaled back to bi-annually. This is so typical of our community - if you don't have it, you don't spend it! (You have to love that attitude, especially in the current economic climate. If only there were others who followed that rule, maybe we'd be in a little better economic condition than we are now.)

Elsewhere in this month's edition of Kenilworth Business Life there is mention of the many well-deserved honors given to the Fire Department and Rescue Squad members that evening. All of the members of our volunteer force deserve our thanks and appreciation. But I thought it was especially important to point out how very lucky we are to be living in a community where there are people like John Fugett who has volunteered forty years as a member of the Fire Department, and Mary Ellen Harris who participated in saving the lives of two Borough residents within a seven month period, and Anthony DeLuca, who jumped the fence in his backyard to selflessly save the life of his neighbor in a very hazardous

Things are pretty bad out there these days and it doesn't look like they will get any better any time soon. Blessings can be very few and far between, and we shouldn't take any of them lightly or for granted. So, I think that we should all stop, if only for a brief moment and recognize how very, very blessed we are to live in such a wonderful small town where we have so many people willing to give of themselves, their time and their talents for very little recognition and virtually no compensation.

Mayor Kathi Fiamingo

UPCOMING MEETINGS

GOVERNING BODY OF THE BOROUGH OF KENILWORTH

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

MARCH 10, 24 - Work Session to start at 7:30 PM MARCH 11, 25 - Regular Meeting to start at 8:00 PM

UPCOMING PLANNING BOARD MEETINGS

All meetings are held at Borough Hall, 567 Boulevard. MARCH 5 & APRIL 2 - Work Session to start at 7:00 PM **MARCH 26 -** Regular Meeting

KENILWORTH BOARD OF EDUCATION

to start at 7:30 PM

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

MARCH 9 & APRIL 6 - Regular Meeting to start at 7:30 pm

TRICKY TRAY **DONATIONS SOUGHT**

Summer reading program update: Hold the date: August 7, 2009

August 7 has been set as the date for the library's 7th annual summer reading club cashfree tricky tray for children and teens, to be held in the corporate cafeteria of the Schering-Plough Corporation on Galloping Hill Road.

Coordinator of Children's Services Robin Koerner is already beginning to collect prizes for this unique Kenilworth Library event. Donations of new merchandise in sealed packages or with labels still attached are always welcome. Toys, books, DVDs, school supplies, stuffed animals and gift certificates all make wonderful prizes.

Too busy to shop? Make a cash donation to the library and let the library staff do the shopping for you.

> For more information, please call Mrs. Robin Koerner at 908 276-2451.

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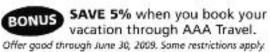
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Carnival Cruises 10:00AM Caribbean Cruising **Brendan Tours** Ireland

11:00AM Insight Vacations National Parks

> Holland America Cruises What's Hot

12:00PM General Tours International Touring without the Crowd

> Royal Caribbean Cruise Lines Oasis of the Seas

1:00pm Celebrity Cruises

Europe Crystal Cruises

South America 2:00PM Travel Impressions

Caribbean/Mexico

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From the desk of Police Chief William Dowd

Recently, there has been an increase in residential burglaries occurring when residents are not home. When leaving your residence, remember to make it appear as if someone is still inside. Leave lights on timers and a radio on as if someone is home. When leaving for an extended period, stop your mail and newspaper deliveries. Have a neighbor keep a watch on your home and have the property maintained.

In the winter, when you are away, make sure at least your sidewalk is cleared of snow. The same goes for your lawn in the spring, summer and fall. Have someone maintain your lawn to give the appearance that your residence is occupied. Nothing tips off a potential burglar to an unoccupied home faster than a stack of newspapers in the driveway, unshoveled snow long after it stops falling or a lawn that is not maintained.

Our experience shows that MOST burglars check to make sure no one is home before forcing entry. They will knock and ring the doorbell in an effort to determine if the residence is vacant. Do not tip them off to a vacant residence beforehand. Also, if anything

Recently, there has been an increase in or anyone appears to be suspicious, please do not hesitate to call Police Hdqtrs. at 276-1700 or 9-1-1 if an emergency.

I am happy to report the plans for the new Public Safety Building are progressing. The architects for the new building, EI Associates, are currently putting together floor plans based on the Police Department and Municipal Court needs. After the floor plans are in place, a preliminary budget for the building will be developed. Mayor Fiamingo will hold a town meeting at Borough Hall in the not too distant future to inform the public of the details of the project. The officers of the Police Department are all very excited about the prospect of a new building after working so long in our present location, which is terribly inadequate. If anyone has any doubts whatsoever about the need for a new facility, please give me a call and I will personally bring you on a tour of our present location.

It's a pleasure to serve as your Chief of Police and if I can be of assistance to anyone, feel free to contact me at 276-1705 or wdowd.kpd@kenilworthnj.org.

HYPNOTIST NIGHT

ANNUAL FUNDRAISER TO BENEFIT THE TIM CARBONE MEMORIAL SCHOLARSHIP FUND

APRIL 24, 2009

7:00pm - 11:00pm Doors Open: 6:30pm

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KENILWORTH RECREATION

ST. PATRICK'S DAY CRAFTS: SATURDAY MARCH 14TH 10:00 AM

EASTER CRAFTS: DATE TO BE ANNOUNCED

EASTER EGG HUNT: SATURDAY APRIL 4TH

For more information visit: www.kenilworthrecreation.com

BLOOD DRIVE

Stop by the library on
Tuesday, March 25,
between the hours of 3:00 and 8:00 PM
to participate in a blood drive run by the
Blood Center of New Jersey.

The Blood Center will be offering special incentives to those who donate.

GATEWAY CHAMBER EVENTS

3/3 2009 ECONOMIC OUTLOOK BREAKFAST

7:30am Renaissance Newark Airport Hotel, Elizabeth, NJ

3/5 NETWORKING PROFESSIONALS OF NEW JERSEY

7:30am Perkins of Green Brook, NJ

3/5 WORKFORCE EDUCATION COMMITTEE MEETING

8:45am Gateway Chamber Downstairs

Conference Room, Elizabeth, NJ
3/10 IRISH BUSINESS ASSOCIATION

NETWORKING 6:00pm Molly Maguire's Irish Pub, Clark, NJ

3/11 KENILWORTH CHAMBER

8:30am Access Self Storage

3/13 LOCAL & COUNTY AFFAIRS COMMITTEE MEETING

8:30am location to be announced – see www.GatewayChamber.com

3/18 EMPLOYER LEGISLATIVE COMMITTEE MEETING

8:00am Lana's Fine Dining, Cranford, NJ

3/19 GATEWAY ASSOCIATION OF BUSINESS WOMEN

11:45am La Casa di Martino

3/20 BUSINESS & EDUCATOR PARTNERSHIP BREAKFAST

8:00am Crowne Plaza Hotel, Clark NJ

3/24 LINDEN CHAMBER

8:30am Sam's Club, Linden, NJ

3/25 Linden Chamber Martini Tasting

6:00pm III Amici Ristorante, Linden, NJ

3/25 CLARK CHAMBER MEETING

8:30am Prevention Links, Clark, NJ

3/26 SPRINGFIELD CHAMBER 8:30am Springfield OEM, Springfield, NJ

3/26 VETERAN'S BUSINESS ASSOC.

6:00pm Crowne Plaza Hotel, Clark, NJ

o:00pm Crowne Plaza Hotel, Clark, NJ

3/27 SOMERSET HILLS BUSINESS NETWORK MEETING

8:00am Royce Brook Golf & Country Club, Hillsborough, NJ

3/30 20th ANNUAL MAYOR'S DINNER

6:00pm Renaissance Newark Airport Hotel, Elizabeth, NJ



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STUDENTS PERFORM AFRICAN MUSIC **DURING KENILWORTH BLACK HISTORY MONTH CELEBRATION**

The David Brearley Middle/High School Master Singers, led by musical director Lauren Widner, sang during the Kenilworth Historical Society's Feb. 19 Black History Month Celebration at the Kenilworth Seniors' Center. They performed two Swahili songs -"Shosholoza" and "Siyahamba" - that they learned from members of the South African singing group Thula Sizwe, who visited the school last fall. The black history month program, which was presented for the general public, also highlighted the early history of black cinema and featured three short films starring the renowned black performers Bessie Smith, Cab Calloway and Lena Horne.

KNIGHTS OF COLUMBUS POSTER CONTEST



Elizabeth Marie Brown Cordero from St. Theresa School in Kenilworth, is all smiles when she learns of her poster winning first place for the Knights of Columbus Poster Contest.

Children in age groups 8-11 years old and 12-14 years old submitted posters on topics explaining the problems of alcohol abuse or drug awarness.

Winners received a \$50.00 U.S Savings Bond and their poster will be entered into the State Finals.

INDOOR BATTING CAGE

The Kenilworth Little League is now boasting a 3 lane indoor batting cage for the benefit of Kenilworth youth sports programs. We would like to thank several people who donated their time and expertise to make this possible:

John Malcolm, **Business** Manager, International Brotherhood of Ironworkers local #480. The Ironworkers (Rich Malcolm, Damon Thiry, Bruce Cahoon, Wayne (CUZ) Marsh, Doug Marsh, Wayne Pellicaro, Ronnie, Snookie along with their apprenticeship program, Frank Barone from DEN-BAR Construction, United Crane, Puerari Electric, Weldon Concrete, K & D Plumbing, Gilligan Roofing & Siding, Matco Inc. and Schering Plough for their generous contributions for this project.







DAVID BREARLEY FORENSICS TEAM WINS HONORS

The David Brearley Bears Forensics team tournament. completed the 2008-09 season in a successful fashion with a record number of highlights. There were 16 team members that participated in each of the following tournaments: The Basking Ridge Invitational, The Clark Invitational, and The Morristown Invitational. These team members were; seniors Navdeep Cheema and Dailyn Santana; juniors Gabrielle Florek, Tiffany DeLuca, Lexus Little, and Melissa Carvalho, sophomores Melissa Laurino, Kelly Hotz, Morgan Glinka, Chinoye Uka, Porsche Little, Katie Nieves and Nermine Ghazy, and freshmen Asha Sparrock and Sam Meyers. The 2008-09 school year season marked the first time in team history that the Bears achieved multiple winners at a single

Congratulations are in order to Gabrielle Florek for winning 4th place in the Humorous Interpretation acting category at the Morristown Invitational Tournament, the highest finish ever in team history. Special congratulations are in order to Kelly Hotz and Melissa Laurino who won 1st place in the Novice Division of the Duo Interpretation acting category at the Morristown Invitational Tournament.

Finally, for the second year in a row David Brearley will be inducting multiple students into the National Forensics League's National Honor Society. These inductees are: senior Amber Cox and juniors Melissa Carvalho and Tiffany DeLuca. Congratulations to the inductees for achieving this honored distinction.



(above, l-r) Gabrielle Florek, Melissa Laurino, Kelly Hotz.



(above, l-r) Melissa Carvalho, Amber Cox, Tiffany DeLuca.





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DAVID BREARLEY MIDDLE/HIGH SCHOOL STUDENT/TEACHER/EMPLOYEE OF THE MONTH

Submitted by: David Novak

The David Brearley High School Student of the Month for February is senior Jake Eger. Jake is an active member of the David Brearley band, acting as Band Section Leader and 1st saxophone. As Band Section Leader, Jake organizes section rehearsals and leads the band in the teacher's absence. Jake has also been a featured band soloist in the high school's Winter Concert, a member of the varsity Golf Team, and active in Bears That Care as well. Jake has been accepted to The College of New Jersey. Congratulations, Jake as being chosen David Brearley's High School Student of the Month of February!

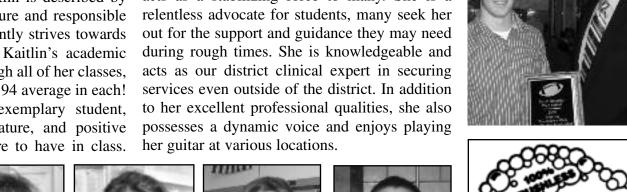
The High School Teacher of the Month is Mr. Shohfi. Mr. Shohfi teaches all of our health classes here at Brearley. Students say he is full of information and always knows his material. Mr. Shohfi's humor and good relationships with his students make his classroom a great place to learn and develop our youth. We would like to take this time to thank him for all the things he has taught us over the years and hope that the younger students will learn as much as we did from him. Congratulations and Enjoy your parking spot.

The Middle School Student of the Month is Miss Kaitlin Coutinho. Kaitlin is described by her teachers as being a mature and responsible young woman who consistently strives towards academic success. In fact, Kaitlin's academic success is exemplified through all of her classes, where she has earned over a 94 average in each! In addition to being an exemplary student, Kaitlin's manners, good nature, and positive attitude make her a pleasure to have in class.

When Kaitlin is not busy with her studies, she is involved with the Junior National Honor Society and the Middle School Play. Congratulations Kaitlin on being chosen as David Brearley's Middle School Student of the Month.

The Middle School Teacher of the Month is Mrs. Odin, described by her students as being an extremely organized teacher who makes history fun by incorporating games into her lessons. In regards to matters of discipline, Mrs. Odin's students also appreciate the fact that she takes the time to listen to their side of the story instead of jumping to conclusions. This open-minded approach makes her students feel like they're really being heard and understood. In addition to this, Mrs. Odin lends herself to being a great support to her students, as she greatly encourages all of them to do their absolute best with everything that they do. Congratulations Mrs. Odin on being chosen as David Brearley's Middle School Teacher of the Month.

The February Staff Member of the Month is Jill Cagney. Mrs. Jill Cagney - Our sole district social worker is selected for her strong rapport and abilities to work confidentially with our staff, students and families! She is always available to lend a hand, help problem solve and acts as a stabilizing force to many. She is a













Kaitlin Coutinho



Mr. Shohfi

Mrs. Odin



Jake Eger



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SCHOLARSHIPS AWARDED AT FOOTBALL DINNER

Two scholarships were awarded. Jimmy Stafford was awarded the First Resource Scholarship and Tommy Mannix was awarded the Touchdown Club Scholarship.



(above, l-r) Head Football Coach, Scott Miller, Jimmy Stafford, Rob Kanterman, president First Resource Mortgage.



(left, l-r) Tommy Mannix with Head Football Coach, Scott Miller.

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SENIOR ACTIVITY

(right) At their February meeting the Kenilworth Senior Citizens Club members sang-a-long to old-time favorite love songs.



(left) Kenilworth Seniors celebrating their February birthdays: Connie Jakub, Lenore Pucik, Robert Sammons, Doris Murphy and Grace Gorski.

SPEND AN EVENING WITH AN IDITAROD DOG MUSHER, KAREN LAND, AND HER ALASKAN HUSKY AT THE KENILWORTH PUBLIC LIBRARY

On Wednesday, March 25th from 7:00 to 8:00PM, with the doors opening at 6:45 PM, adults and children ages 4 and up are invited to learn about the Alaskan Iditarod Sled Dog Race and meet Borage, a sled dog who was a member of Land's team. Land, a three-time participant in the 1,150-mile Iditarod, will discuss how she got involved with sled dog racing and what led her to participate in the sport's most grueling race. Kenilworth residents may begin to register on Wednesday, March 18th with registration opening to out of town residents on Monday, March 23rd if space is still available. To register visit or call the library at (908) 276-2451.



(above) Karen Land with one of her sled dogs.

SAVE DATES FOR THREE PART LIBRARY FILM FESTIVAL

The library will hold a three part documentary film festival on March 31, April 7 and April 14, featuring three recent films by British filmmaker Phil Grabsky.

"Escape from Luanda" tells the story of students who attend the only music school in the war torn African nation of Angola; "Heavy Water" is based on the award winning poetry of Mario Petrucci and follows the aftermath of the 1986 nuclear disaster in Chernobyl; "The Boy who Plays on the Buddhas of Bamiyan" follows the life of an 8 year old boy named Mir who lives among the ruins of the "Buddhas of Bamiyan", the tallest stone statues in the world which were destroyed by the Taliban in March of 2001. Pre-registration is required and can be done at the library or by calling 908 276-2451. Priority registration will be given to Kenilworth residents. Register now because space is limited.

WINNERS OF THE JANUARY BIRTHDAY BOOK RAFFLE



Winner Michael Padula, age 6, (left) and Kyle Oliva, age 8, both of Kenilworth received a new paperback book as their prize. Children ages 3 - 12 years are invited to register for the Birthday Raffle during the month of their birthday. Two winners are selected each month.

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FIRE DEPARTMENT AND RESCUE SQUAD RECOGNITION DINNER

On February 7, 2009, the members of the Kenilworth Volunteer Fire Department and Rescue Squad gathered at the Kenilworth Inn for their 2007-2008 Awards Banquet.

This very special dinner is held to recognize those members of the Fire Department and Rescue Squad who have particularly distinguished themselves in some special manner. This year's dinner was no disappointment.

First, the Department provided a special recognition award to Jonathan Lipke, a Borough Employee and a member of the Emergency Management team. Every year Jonathan takes his vacation the week of the Fire Department's carnival and volunteers his time. The Fire Department's first award was to Jonathan Lipke in appreciation of his support of the Department.



(above, l,-r) Jonathan Lipke and Chief Lewis Giordino.

CPR SAVE - 6/12/07 -

Lt. Mary Ellen Harris, EMT Mona Salman and Firefighter Robert Kulka

CPR SAVE - 12/29/07 -

Lt. Mary Ellen Harris, EMT Tara Trukowski, Chief Lewis Giordino, Deputy Chief William Krueger, 2007 – Mona Salman Firefighter David Krill

CHILDBIRTH - 1/1/08 -

Firefighter/EMT Lt. Randy Levchuk, Firefighter/EMTs Jen Prochaczek, Amrinio Loffa, Chris Barry and Chief Lewis Giordino

CPR SAVE - 8/9/08 -

Lt. Michael Scuderi,

Firefighter/EMT Chris Barry, Deputy Chief William Krueger Randy Levchuk – 6 years LIFE SAVING AWARD -

Firefighter Anthony DeLuca, Jr.

FIREFIGHTER OF THE YEAR -

2007 – Joseph Giorgio 2008 – Shawn Kelly

EMT OF THE YEAR -

2008 – Jen Prochaczek

OFFICER OF THE YEAR -

2007 - Chief Lewis Giordino 2008 - Chief Lewis Giordino

LIFETIME ACHIEVEMENT

Mary Ellen Harris – 20 years Thomas Soltysik – 20 years Ray Fogel – 35 years Robert Walck – 36 years

IN ADDITION TO THIS SPECIAL AWARD TO JONATHAN LIPKE THE FOLLOWING INDIVIDUALS WERE RECOGNIZED: **5 YEARS OF SERVICE PIN**

Jamie O'Brien – 6 years Travis David – 6 years Walter Gutzan – 6 years John Mauro – 7 years Thomas DeAngelis – 7 years David Krill – 7 years

10 YEARS OF SERVICE PIN

Robert Kukla – 12 years Anthony Deluca – 12 years William Lomonaco – 12 years

15 YEARS OF SERVICE PIN

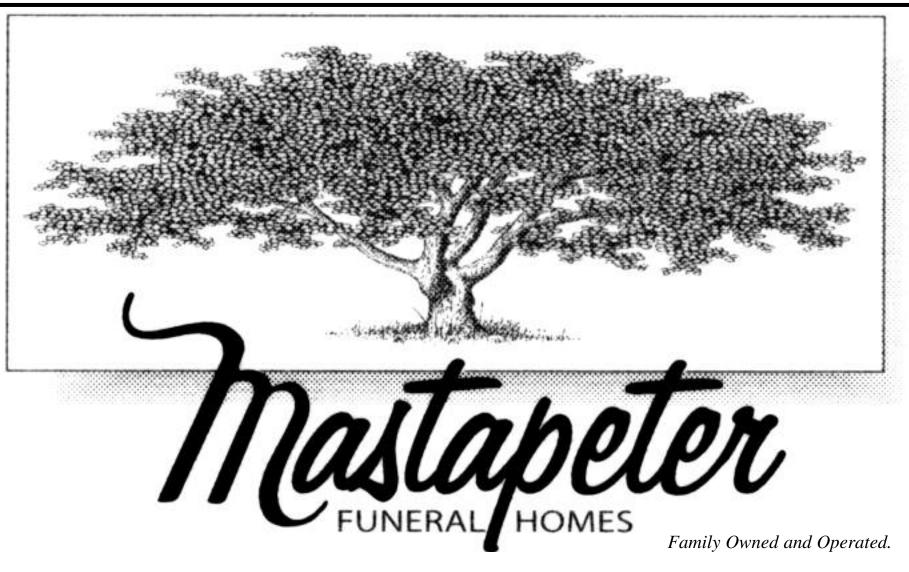
Michael Scuderi – 15 years Brian Howarth – 15 years James Hannon – 15 years

40 YEARS OF SERVICE PIN

John Fugett



(above, l,-r) Shawn Kelly, Deputy Chief William Krueger, Amrinio Loffa, Chris Barry, Randy Levchuk, Jen Prochaczek, Chief Lewis Giordino, John Mauro.



270 Route 9 Bayville, NJ 08721 (732) 269-3100 Anthony P. Mastapeter Manager & Owner N.J. Lic. No. 3365

400 Faitoute Avenue Roselle Park, NJ 07204 (908) 245-1558 Arthur A. Mastapeter Manager & Owner N.J. Lic. No. 2948

Joe Knows Your Home

Home Improvement Tips from Joe Percario. Do You Know Joe?

DON'T BE LEFT OUT IN THE RAIN



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230 Faitoute Avenue Kenilworth, NJ 07033 on every street corner in New York for \$10. On a sunny day that same umbrella sells for \$2. As a tourist, you probably don't care about the quality of the umbrella as long as it gets you through the day. You don't even care that you are paying five times more than it's worth.

A savvy New Yorker owns the same quality umbrella for several years that costs about \$25, while the shlubs pluck down ten bucks every time it rains. The folks selling the umbrellas are capitalizing on basic consumer behavior.

Home improvement companies claiming to be the cheapest are looking for the shlub who would rather pay a little amount multiple times. The problem with being the cheapest price is that they are also offering the cheapest product. And as far as value goes consumers end up paying a higher price for lower quality.

Unlike an umbrella, roofing, siding and windows are too important to leave to an impulse decision. Consideration should be made to the life of the product, quality of the craftsmanship and customer support offered by the home improvement company.

The consumer is right to question why there is such a large range between quotes of what seems to be the same service. The answer lies in the qualities mentioned above.

Consider first the quality of the product. An inferior product will last a fraction of the time

When it's raining you can buy an umbrella that one of higher quality would. Not only does it have to be replaced sooner but also the homeowner does not get the benefit of fuel savings that the better product offers.

Even if a high quality product is purchased the benefits may be jeopardized by improper installation. Top manufactures offer training programs for contractors that ensure proper installation. Consumers should choose contractors who are certified installers and use the highest standards in the home improvement industry.

Roofing, siding and windows installed without proper insulation, ventilation and craftsmanship will jeopardize the performance of even the best materials. Improper installation will nullify a warranty.

An important issue to remember is that a warranty or guarantee is only as good as the company that is offering it. Look for a company that has a long history of stability and is willing to share references.

Imagine that the umbrella you bought in haste breaks a block from where you purchased it. You would be hard pressed trying to get a refund even if the guy you bought it from was still standing on the corner.

Savvy homeowners choose Joe Percario General Contractors for their roofing, siding and window needs and they never worry about being left out in the rain.

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

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