

Cape Cod

JUNE 2011

HOMEOWNERS

Resource Guide

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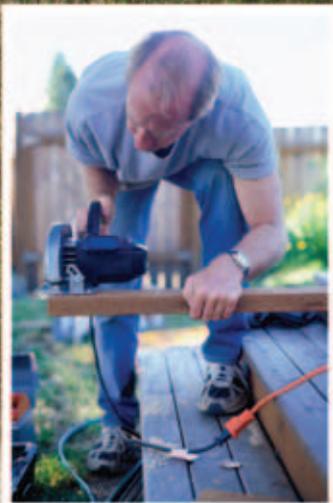
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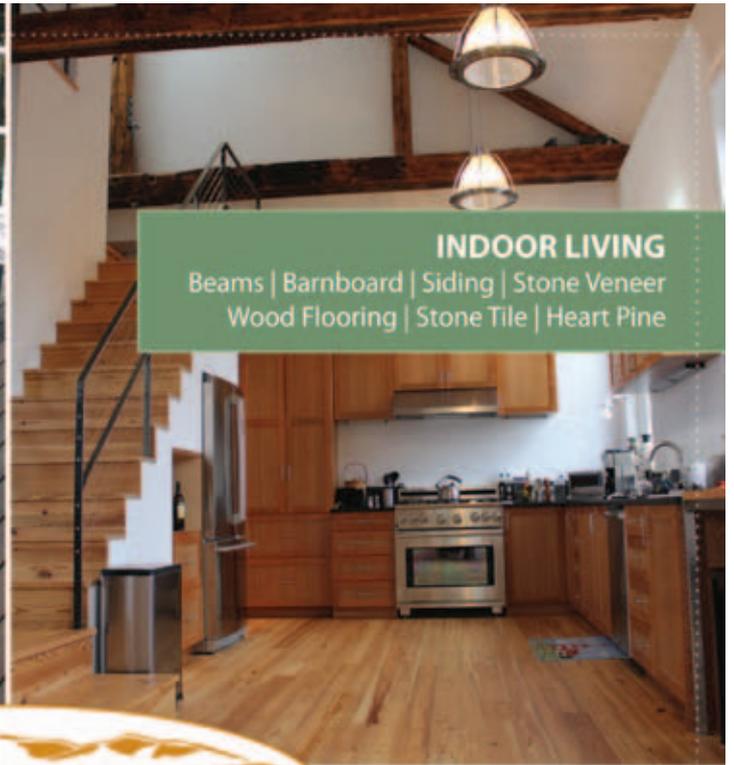
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Cape Cod HOMEOWNERS Resource Guide

Dear Readers,

Welcome to the 2011 Edition of the Cape Cod Homeowners Resource Guide. I am proud to bring reliable and valuable information to Cape Cod homeowners, in collaboration with many of the businesses I have worked with over the years. I know the participants included in this guide want homeowners to make smart, educated choices about their home's maintenance, as well as any projects or renovations they are considering. Each business represented in the Cape Cod Homeowners Resource Guide has many years of experience in their field and guarantees their products and labor.



Whether you are building an addition, renovating a kitchen or bath, or seeking peace of mind knowing that your home is in good working order, the articles in this guide will help you make informed decisions. The 2011 issue provides valuable tips to help homeowners save money by reducing energy consumption, lowering utility bills, and extending the life of your home's essential systems and components by delaying replacement, and preventing costly emergency repairs. Also, look for useful advice about organizing your home, as well as protecting your family and valuables while you are away on vacation. If you are interested in installing a new air conditioning system, or a beautiful backyard pool to keep cool this summer, you will find a wealth of knowledge from experienced pros to help you achieve exactly what you want.

I hope that the 2011 Cape Cod Homeowners Resource Guide is useful to you as you strive to protect the value of one of your most important investments, your home. Please visit our new and improved website for more informative articles, and be sure to register for our next set of coupons which will be sent out in September. You can also get free quotes directly from qualified professionals for many of the projects you are considering. I would appreciate any feedback you would like to share with me, please write to me at freemanwinslow@capecodhr.com

Freeman Winslow

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Improve Your Comfort Zone With Ductless Air Conditioning

By David Hazel

Life is constantly changing, and these changes can affect how you use your home. Do you spend most of your time in just two or three rooms in your house? Now you can save energy by turning down the thermostat and using zone control to keep the spaces you use the most at your ideal temperature.

Your family deserves every room in your home to be comfortable, secure and inviting. Whether you're replacing old window units, remodeling a kitchen, converting a room into an office, or just trying to make your home more comfortable, a split ductless system may be the perfect solution for your home. A ductless air conditioning system allows you to air condition even the areas of the rooms that are difficult to reach.

With today's advanced compressor technology, you can achieve consistent temperatures throughout any room, even in spaces you thought would be impossible to fix, while saving energy year round. Zone control is one of the key benefits of a split system because you can control the temperature within any space that has an indoor unit that is attached to the system. Personalized comfort control is available in up to eight rooms on one outdoor unit.

The units can be installed practically anywhere, and blend into a room without taking up window space. After all, who wants to occupy a window with an air conditioner when you could mount it out of sight high on the wall? Ductless systems eliminate the need for noisy, heavy window units. In addition, window mounted air conditioners on the first floor are a security risk, providing an easy access into your home for thieves.

A qualified contractor can usually install a ductless system in in about a day. There is little to no ductwork required, so you don't have to worry about a big mess in your home, interrupting your life or costly remodeling expenses. The sleek indoor unit mounts discreetly on

the wall, while a pair of refrigerant lines, plus power and control wiring connect it to the outdoor unit through a very small opening in the wall.

The price of oil and other fuels has risen sharply, and it is predicted that prices will remain high, making the ductless systems' ability to efficiently cool and heat even more attractive. Ductless systems are up to 40% more efficient than standard window units for cooling, and the heating performance is far superior to traditional heat pumps. There are several systems available with ENERGY STAR ratings, so you can get even more comfort from the knowledge you are doing your part for the environment. You may also qualify for up to \$300 in federal tax credits, and some systems may also qualify you for state rebates from local utility

providers. All this technological innovation means you can reduce your energy consumption and save money on your energy costs while enjoying the comfort of your home.

About the Author: David Hazel is the New England Regional Manager for Mitsubishi Electric Cooling and Heating. He has worked in the HVAC industry for more than 15 years, and served as Board Member and past Chapter President of the New England Air Conditioning Contractors of America (ACCA). dhazel@hvac.me.com



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Building The Pool Of Your Dreams

By Jeff Fanara



Wouldn't it be great to spend a relaxing summer day swimming in your own inground swimming pool? A swimming pool provides endless hours of refreshing fun for your family and friends, and will add value and beauty to your home and yard. Installing a pool is a big decision, but if you do it the right way, your pool will bring you years of enjoyment. So, before you begin, take some time to determine the best way to make your pool beautiful, convenient, and of course, safe.

An in-ground pool requires thoughtful planning since it will be a permanent structure in your yard. There are several important aspects you need to consider:

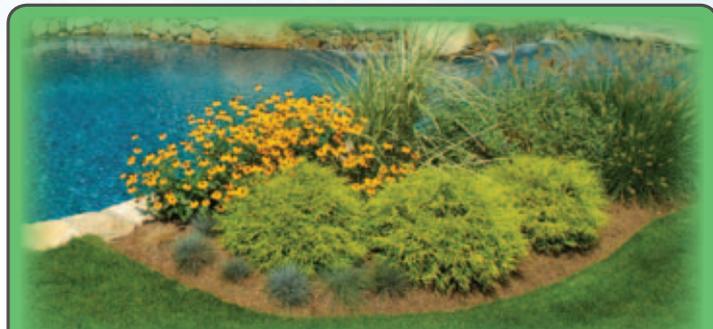
- What size pool will fit best in your yard?
- How do you see your family using the pool, now and in the future?
- Is the location of the pool going to be convenient and safe?

An experienced and knowledgeable pool contractor can best help you plan the pool that will meet all of your expectations. Most homeowners will only go through this process once in their lifetime; a professional pool installer is familiar with the process and can guide you through each step and make sure you are swimming in the pool of your dreams. Determine the size of the pool that will best suit your property, keeping in mind the shape of the lot, existing landscape and sun exposure in your yard. Also consider the length, size and depth that will best suit your primary reasons for owning a pool. Speak with your contractor about your budget before the project begins so you can know what to expect for the additional costs of landscaping, decking, lighting and fencing your pool area.

Your pool contractor will recommend the essential equipment, and the proper sizing required to reduce the amount of maintenance needed to operate your pool, and keep the water crystal clean. The main component of a pool system is the pump, which creates a vacuum, pulling water from the pool through a skimmer and then through a filter, chlorinator, and cleaner before returning the water to the pool. There are three types of filters: sand, cartridge, and vertical grid DE which remove impurities such as hair, body oils, dirt, leaves, and grass, from the water. Your contractor will also recommend the type of filter and chemicals which will work best to keep your water clear, and most importantly

free from bacteria and algae. On Cape Cod, the water can take some time to warm up in the spring, a pool heater is an optional investment that will greatly enhance the usability of your pool and extend your swimming season.

Before diving into the investment of a new pool, take time to properly plan so that your swimming pool provides you with many years of enjoyment



Landscaping Tips for Your Pool Area

Begin by meeting with your landscape designer in the early stages of the project to help things move along more smoothly. A landscape designer knows that privacy, safety, beauty and convenience all must be brought into consideration when planning your pool area. Landscaping will help the pool blend more naturally with your yard, and can also provide coverage of the pool equipment.

Your pool area probably gets a lot of sunshine, so you will want to be sure to select plants that can handle direct sunlight. If you don't have a lot of time for maintenance, select plants and trees that won't need a lot of upkeep and don't create a mess. You don't want a tree that is going to be dropping leaves into the pool all summer long! Also, think twice before planting flowers and fruit trees, which are very pretty, but can attract a lot of bees. Tall plants can be used to create a more private setting around the pool, and help camouflage some of the fencing. A good landscape design will transform your yard into a beautiful piece of paradise that you and your family will enjoy and be comfortable in for many years.

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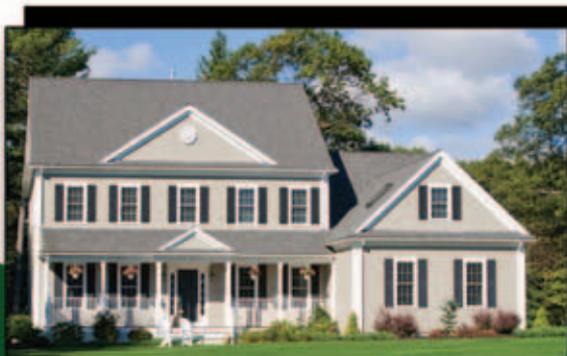


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Professional Tips for Organizing Your Home

By Laurie Miller

Being organized is one of the keys to living a less stressful life, whether it is in your closet, your laundry room, kitchen pantry, garage or home office. Knowing where all your belongings are located can be life-altering.

If you are like me, once the weather turns warm I start to concentrate on the outside of my house and not the inside. The dust bunnies can wait until it gets cold again (unfortunately that will come way too soon in New England!). Organizing any area can be simple and it doesn't have to be overwhelming. I'm off to the garage this time of year, but no matter where you decide to organize your life, I have two very simple rules to follow. Apply these rules to your garage, office, pantry or closet, it doesn't matter, the rules work anywhere!



Photo courtesy of Closet Factory

RULE #1: Organize by how you function.

- In a garage, if you do a lot of planting, set up one area for all your garden tools, soil, weed killer, etc. If you have a hobby, anything relating to that hobby needs to be organized close by in labeled containers or drawers. Hang all your bungee cords by size so they don't reproduce! Hang up extension cords that are neatly wrapped so they don't cause you stress when you need to use them. Organize what is in there by what you do!
- If you are organizing your closet and you dress by color then organize your clothes by color. If you dress by style then put all your casual skirts and shirts together, dressy clothes together, etc. Point your shoes facing one in and one out to give you more space but allow you to see the shoe easily. Hang scarves that go with particular outfits with those outfits. Arrange your socks by color, belts by style. Think about how you dress and plan your closet accordingly.
- In the pantry separate your food by category. If you have young kids and they get their own snacks when they come home from school, then put them in one spot in the pantry so they can find them. Canned goods should be together and then they can be separated by type: dried pasta together, cereal together, etc. I make a lot of pasta and sauce so I have a shelf that has nothing on it but pasta and sauce fixings. You can also alphabetize your spices so they can easily be found.



Photo courtesy of Ruth Douillette

- Offices can be a little more difficult to organize, depending on how you use your office and what you have for storage and desk space. If you have a built-in office that has been designed for you then you are ahead of the game. Think about what you frequently use your office for and organize the things you need for that function closest to where you sit. Give yourself as much desk space as possible so you don't feel like you are drowning in piles of paper. Getting rid of as much paper as you possibly can is key. Pencils and pens in one place, supplies in another. Keep frequently used files close by and the infrequent files off site.

RULE #2: Before you organize any area empty it out first – completely!

- Empty your garage onto your driveway, sweep it out, and then go about the task of organizing items back into the garage by following Rule #1 above. Throw out old bottles of things that you don't recognize. Tools that don't function or are rusted should be cleaned up or thrown out.
- All clothes should come out of your closets when you organize them. As you put each piece back in, decide if you are going to wear it again or if you should you send it to charity. Maybe it is so worn it needs to be tossed.
- Empty the pantry onto your kitchen counters, wipe down the shelves and place each item back in. If things are past their "use by" date, toss them now.
- In an office, getting rid of paper is usually the main obstacle. If you can store things electronically, start the process of doing so. Scan things into your computer and recycle or shred the paper you don't need. Clear off your desk space completely and place things back according to how you function.

When you empty the area first it allows you to see what you have, what you need to keep, and what you would like to give away. Anything that you can do to make your life easier and less stressful will be a benefit. It's all in the preparation.

By organizing your life in such a fashion you will have everything at your fingertips. You won't buy things that you already own because you will actually know what you own! If you follow the above rules any clean-out will go smoothly and keep you organized for a long time to come.

About the Author: Laurie Miller, a Senior Designer for Closet Factory, has worked in the closet design industry for 13 years, and has extensive experience designing customized storage solutions for all areas of the home.

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Central Air Conditioning Systems ~ What to look for in a Quality Installation

By Bill Miller

As the weather is starting to heat up, and the humidity of summer arrives, you may be thinking about purchasing a new central air conditioning system, or upgrading your existing system. When you invest in a new A/C system, it is important to make sure that you are getting what you are paying for! Factor to consider include efficiency, comfort, installation costs, maintenance and operating costs, and the experience of the contractor.

Select the contractor that is right for the job.

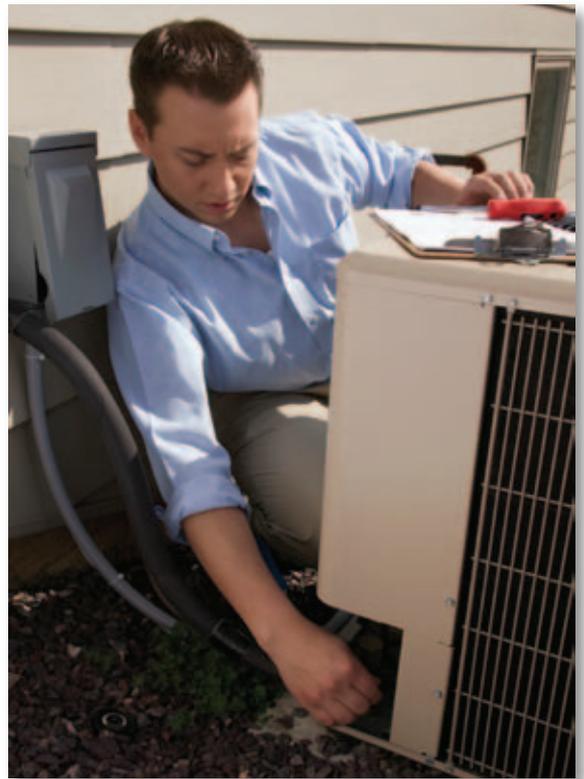
Selecting a reliable, experienced and educated HVAC installer is an important step in purchasing a new heating or air conditioning system. Your installer should be affiliated with a nationally recognized HVAC manufacturer, as they are more highly trained in system design, installation and product service. They should ask to come to your home to evaluate your personal comfort needs and system requirements and then provide a written proposal with their recommendation for the best system for your home. The written proposal allows you to evaluate prices and specifics, and compare exactly what you will be receiving from each company.

Experience and training is important, and an educated installer is more likely to be able to handle any of your concerns, or address any unexpected issues that may arise during the installation or down the road. It is also prudent to ask for and check the contractor's proof of insurance, references and credentials.

Installation

The technological advancements available in today's HVAC systems can provide up to a 96.6% efficiency rating, but only if the system is installed correctly. If the system is poorly designed, ducts are undersized, or the equipment is not installed properly, a significant amount of air will leak, costing you money. The HVAC system should be properly sized to provide correct air flow, and meet room-by-room calculated heating and cooling loads. To be certain that the installation meets design specifications, testing should be performed when the job is completed.

Installing the right size equipment for the home is also essential to getting the best performance and comfort. Many homeowners believe that bigger is better when buying new heating and cooling equipment. But a system that is too large won't keep your home comfortable, and the frequent 'on/off' cycling that occurs will put stress on system components and shorten the equipment's life. Your contractor should provide



Today's air conditioners provide homeowners more comfort and efficiency than ever, but only if they are sized and installed properly.

a copy of the home's heat gain/loss calculations to ensure proper sizing.

Equipment

When purchasing an air conditioning system for your home, there are many factors to consider: efficiency, comfort, maintenance and operating costs over the life of the system. Ask your contractor about models that qualify for tax credits and rebates.

It is important to look at the SEER rating, the Seasonal Energy Efficiency Rating, a higher the rating means the system is more efficient, and uses less energy. This is the rating and performance standard that has been developed by the U.S. government and equipment manufacturers to produce an energy consumption rating that is easy for consumers to understand.

Always remember to ask about the warranty of the specific system before purchase. The contractor should explain, in detail, the product warranties they are eligible to offer. Different manufacturers offer different warranties, or the option to purchase extended warranties, and you will want to understand all of your options before purchase.

After you have read and understood the terms of the warranty, as well as the equipment specifications and system design and price, compare this to several other options and then decide which system best meets your needs.

About the Author: Bill Miller is the Manager of the HVAC department at E.F. Winslow Plumbing & Heating. He has over 35 years of experience as an HVAC installer and system designer.

Caught in the Act!

Security Camera Systems by Steve Marchessault

Cameras are everywhere, or at least it seems that way. Local and network news stations run clips from individuals taking videos on smart phones or businesses recording a hold up to government satellite videos. TV dramas that focus on crime are constantly accessing and extracting pictures and video from all those cameras strategically placed near the crime scene in order to catch the perpetrator. The reality of the situation is camera systems may be numerous and growing at an exponential rate but the types of systems and their use vary dramatically. This article will focus on some of the various types of camera systems available to the general public and how they should be used.

When selecting a camera system the first questions that should be asked are: **What do you want to see?** and **When do you want to see it?** The answers to these two questions will ensure you receive the appropriate camera to capture the images you want. Cameras range dramatically from an indoor camera that needs light to provide a picture 10 feet away, to an outdoor camera that can see a person on the deck of a boat five miles at sea in the middle of the night, and as you can imagine the prices are dramatically different.

There are two main types of cameras on the market, digital cameras and analog cameras. In simplistic terms digital cameras can be viewed over the internet without the use of a gateway device, and their video can be transmitted and stored remotely. These cameras are also referred to as IP cameras or internet protocol cameras. Some manufacturers have Apps for their IP cameras to make it even easier to remotely access and view via a smart phone.

Once you've determined the cameras you need for your particular purpose, you'll need to **decide what, where, and how long you want to record the video** from your cameras. If you're not interested in recording any video, then you really don't need a camera system. Assuming you want to record, you need to **define what you want to record**. Most cameras



with their associated software can be set up to record after detecting motion, this is highly recommended, otherwise you'll record a lot of extremely uninteresting video.

Next is where you want to record. This decision can also affect the type of camera. If you want to record locally, at your home or business, you will need a digital video recorder, or DVR. If you want to record remotely, you will need a high speed internet connection, digital or IP cameras and a storage service provider. There are advantages and disadvantages to both storage methods that you can discuss with your security provider.

Finally you'll need to know how long you want to record. Some camera systems will take a ten second clip once motion is detected, then wait a minute before taking another clip. This reduces the storage space required, but may cause you to miss something very important. This type of system is not recommended for a business, but is very useful for a homeowner.

Businesses need to capture the entire event, so a system that continues to record as long as motion is detected is very important.

I realize I've only briefly touched on the many aspects of a camera system, so for additional help and guidance in determining your specific needs, please contact your local security professional.

About the Author: Steve Marchessault, General Manager of Intercity Alarms, has over 26 years of business experience, including over 16 years working exclusively in the electronic security industry.



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Upgrading Your OUTDATED Bathroom

By Mike Kidwell

For a variety of reasons, more homeowners are choosing to stay in their existing homes rather than move. Many homes on Cape Cod were built during the building boom of the late seventies and eighties, and they are beginning to look little tired around the edges. A bathroom remodel project can add style, luxury and comfort to your home, and it will improve your resale market if and when you do decide to sell your home. It is a good idea to think into the future and consider making modifications that will be useful as you get older, such as a comfort height toilet, walk in shower, and adding grab bars.



The traditional sized Ranch or Cape style homes usually have small to medium sized bathrooms at best, often with tile wainscot walls, tile tub/ shower areas and tiled floors. In most cases the tile and or grout in the tub area is starting to fail, leading to leaks and mold in the grout lines.

There are several ways to approach the rejuvenation of your dated bathroom:

- Remove all of the tile in the bathroom down to studs. This might include a new bathtub, a new floor, either tile or vinyl, and a new vanity. Most times when you remove the tile from the wall, there isn't much more of an expense to remove the existing sheetrock and install new flat sheetrock, bead board or tile walls. The shower area may be tiled or one may opt for a multi piece acrylic tub/shower enclosure which can save hundreds of dollars. To complete the look, install new fixtures, upgrade the existing electrical and lighting fixtures, add a new coat of paint, and install a new glass shower door instead of that ugly old shower curtain.
- A less expensive way to improve your existing bath would be to install an acrylic surround right over the existing tile. This saves many hours of labor and the expense of new tile and a new tub.

Reglazing the old bathtub will also make a huge difference if it happens to be Harvest Gold, Avocado or the Blue that was widely used during the building boom. Replacing the existing tile or vinyl floor will improve the look & feel of your bathroom also. Removal of the old wallpaper and painting the walls and ceiling will brighten up the space. Include new shower doors, and possibly a new vanity and your bathroom will lose its dated look, you won't recognize the place!

- If your budget is tight, and the tub is in good shape, a few simple upgrades such as a fresh coat of paint, new flooring, and glass shower doors are a quick fix that won't break the bank.

These are just a few ways to upgrade that old bathroom to a more desirable space while staying in your home. An experienced Bath & Kitchen Designer can help you transform your outdated bathroom into a room that looks great, and meets your needs now and in the future.

About The Author: Michael Kidwell is a Kitchen & Bath Designer at the E.F. Winslow Design Studio. He has been designing and supervising the installation of kitchens and baths on Cape Cod for over 25 years.



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With summer just around the corner and many people dreaming of some vacation, now is a good time to think about keeping your home safe while you're enjoying a little break! With a little common sense and some careful planning, you can reduce the possibility that your home will be broken into while you're gone.

*** Prepare your first line of defense** - Use sturdy locks on all doors and windows and secure them before you leave. Repair any broken windows or locks.

*** Enlist the help of a trusted neighbor** - Tell one neighbor your itinerary and your estimated time of arrival and return. That person should have a key to your front door to periodically check on the house, and a telephone number where you can be reached in an emergency.

*** Don't broadcast your plans on Facebook** - In the era of social media, never post your travel plans on Facebook or Twitter. According to a recent article in the New York Times, tech-savvy thieves are taking advantage of the detailed information provided by unsuspecting social media users.

*** Never let the house appear empty from the street** - Stop your newspaper delivery, and have your neighbor pick

up your mail and packages. Arrange for someone to mow the lawn if you'll be away for an extended period. If you leave your car at home, park it where you normally would. However, be sure your neighbor moves it occasionally so that it appears the car is being driven. If you're driving your car, have your neighbor periodically park in your driveway or in front of your house.

*** Your home shouldn't seem empty on the inside either** - Plug in timers to turn lights and even a television on and off at appropriate times. Don't leave a message on your answering machine notifying everyone you're on vacation. Leave your blinds, shades and curtains in a normal position; don't close them unless you would normally do so while at home.

*** Don't give thieves alternate ways to enter your home** - Lock garage doors and windows. You should also secure storage sheds, attic entrances and yard gates.

*** Don't leave valuables in plain sight** - Consider locking valuables in a bank safety deposit box. If you do leave valuables at home, make sure they are engraved. This simple precaution will allow stolen property to be easily identified and returned to you if recovered later.



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“A lot of people don't realize that tankless water heaters like the Rinnai have a number of ‘green’ advantages,” says Rinnai product manager Ansley Houston. “Rinnai units are designed to capture up to 95% of the heat energy, so they're highly efficient and cost effective. Plus they produce less CO2 and NOX than conventional gas or electric water tanks.”

Space Savings

Today's larger bathrooms, along with amenities like spa tubs and multiple shower heads, call for increased supplies of hot water. When you also consider added demand from other parts of the home, where you can have multiple dishwashers and the like, you're faced with a challenge – one which would require multiple tank heaters with limited places to install them.

Because of their small size – a Rinnai unit is about the size of a carry-on bag – you have more installation options, even allowing for the placement of multiple units in the same

**On demand, endless hot water
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space required for just a single tank-style heater. While tank heaters typically take up as much as 16 square feet of valuable floor space, tankless heaters, like the Rinnai, can be installed virtually anywhere in the home, either indoors or out. With so much flexibility, you can strategically locate a tankless water heater for maximum performance and energy efficiency.

Larger homes and families aren't the only ones who can benefit from installing a tankless water heater. With all of the different sizes and prices of Rinnai tankless water heaters available today, even buyers of starter homes can enjoy the benefits of endless hot water.

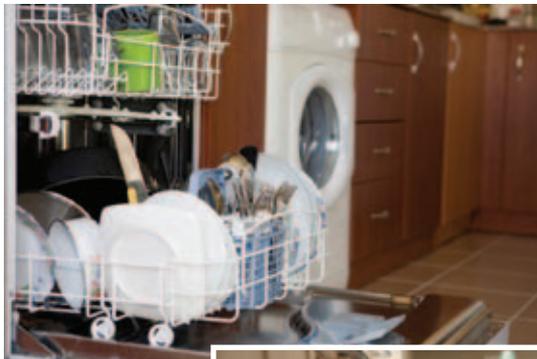
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Traditional tank-style water heaters can build up rust and scale inside their tank, where the hot water you use for bathing and drinking is stored. With Rinnai tankless water heaters you will always experience fresh, clean water that is heated on demand, as it passes through the unit.

Hot water is delivered at a consistent pre-set temperature, which is especially important in households with small children and older adults. Tankless styles like the Rinnai have no pilot light that stays lit around

the clock and no tank that can leak or break. And, best of all, hot water is always fresh, unlike water from traditional water heaters that store and re-heat water that, over time, may collect harmful deposits and bacteria.

Information on Tankless Hot Water Heaters and other Rinnai products is available at www.rinnai.us.



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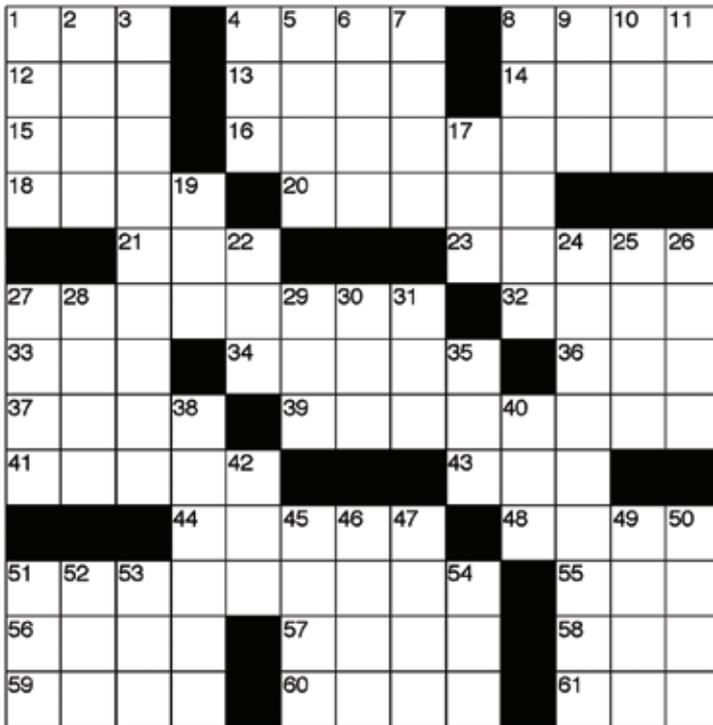
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A4

DOWN

- | | |
|-----------------------------|---|
| 1 Conquer | 28 Handle |
| 2 Anatomical duct | 29 Beak |
| 3 Limp | 30 Guido's note (2 words) |
| 4 Off-track betting (abbr.) | 31 Shooting match |
| 5 Compact | 35 Equal opportunity employer (abbr.) |
| 6 Razor-billed auk | 38 Household linen |
| 7 Central points | 40 Nat'l Endowment for the Arts (abbr.) |
| 8 Dive | 42 Chin. pan |
| 9 John, Gaelic | 45 Rhine tributary |
| 10 Banned pesticide | 46 Crustacean |
| 11 Compass direction | 47 Blood (pref.) |
| 17 Chin. dynasty | 49 Amer. Assn. of Retired Persons (abbr.) |
| 19 Dance company (abbr.) | 50 Eng. spa |
| 22 Cotillion attendee | 51 Abate |
| 24 Jab | 52 Yorkshire river |
| 25 Ancient Gr. city | 53 Race the motor |
| 26 Dregs | 54 Israelite tribe |
| 27 Heddles of a loom | |

ACROSS

- | | |
|--------------------------------|------------------------------------|
| 1 Brit. Virgin Islands (abbr.) | 34 Misrepresent |
| 4 Viking | 36 You (Ger.) |
| 8 External covering | 37 Hindu month |
| 12 Belonging to (suf.) | 39 Female noble |
| 13 End (pref.) | 41 Bird |
| 14 Mississippi bridge | 43 Eur. Economic Community (abbr.) |
| 15 Compass direction | 44 Trespass for game |
| 16 Maenad | 48 Gamin |
| 18 Broad structural basin | 51 Puce (2 words) |
| 20 Water nymph | 55 Shoe size |
| 21 Abdominal (abbr.) | 56 "Uncle Remus" rabbit |
| 23 Stair post | 57 7th incarnation of Vishnu |
| 27 Sp. instrument | 58 Cathode-ray tube (abbr.) |
| 32 Annoy | 59 Convey |
| 33 Insect | 60 Black |
| | 61 Kilometers per hour (abbr.) |

Sudoku

Fill in the grid so that every row, column and 3x3 box contains the numbers 1 through 9.

9			7			4	1	5
6		4	9					
2			8	5			9	
						6	2	7
		6		2		9		
1	7	2						
	6			3	8			4
					5	1		9
4	3	1			9			8

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How to Turn Your Dream Kitchen Into a Reality

By Chas Hinckley

The Key is Communication

In most homes today, the kitchen is the hub of the household, a place where meals are prepared and enjoyed, families spend time together, and friends are entertained. When you decide to remodel your kitchen, there are many aspects that need to be considered, and the kitchen designer you select to work with is a critical piece toward the smooth and successful completion of your project. Your kitchen designer can help you achieve the functionality you need and create the style you love, to capture the kitchen of your dreams.

Kitchen designers are experts at planning the layout and functionality of your kitchen, but you should never be persuaded to do anything you don't like or that doesn't fit into your budget. They will provide you with suggestions for aesthetic designs, storage solutions, décor and also the moral support that is sometimes needed throughout the entire process. Through effective communication, your kitchen designer can make certain that your new kitchen fits perfectly together and is designed to function properly.

The first part of this process is for you, as the client, to get some ideas of what your dream kitchen will include. Some clients find that the best way to start rethinking their present kitchen is to pay special attention to various elements of friends' kitchens, or in magazines, online or on TV. As a designer, I find myself rewinding movies just to get another look at some particular detail in a kitchen that the characters are passing through.

These sources of inspiration can help you better communicate the ideas that you hope to incorporate in your final design. Consider how you use the room. Do you entertain a lot? Do you need a desk for the computer or homework? Are you a gourmet chef or is cooking just done as a necessity? Also make a list of your current storage needs as well as a wish list for the new kitchen. All of this will give the designer a place to start, and can save a lot of time and potential miscues. If the designer can start out with a fairly clear understanding of your taste and budget, they will be able to create a design that is going to suit your style and be affordable.

Don't worry if you don't have the answers to all of the questions your designer asks, it is your designer's responsibility to help you find those answers. For

instance, people are often uncertain about the cost of their new kitchen. However, you probably do know the upper limits of what you willing to spend and that can help your designer steer you toward choices that are best for you.



The lines of communication that you establish with the designer at the beginning will carry throughout the entire project, and must also be extended to the other members of the team who will be working on the project including the plumber, electrician, countertop installer, and any other consultants. They will all need to understand your expectations as well as your designer. While your designer may

be your interface with all of these people, it is important that you be comfortable with them too. After all, they are going to be the ones helping you and your designer create the final result. Start out with good, open lines at the beginning of the project and things should go more smoothly straight through to the first dinner party in your new kitchen.

About the Author: Chas Hinckley is a Kitchen and Bath Designer at the E.F. Winslow Design Studio. He has more than 30 years of experience helping people realize their dream kitchen & bath transformations.



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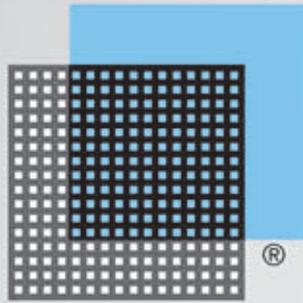
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NOAA Hurricane Outlook Indicates an Above-Normal Atlantic Season

Season Starts June 1st

By David Sandmann

The Atlantic basin is expected to see an above-normal hurricane season this year, according to the seasonal outlook issued by NOAA's Climate Prediction Center – a division of the National Weather Service. Across the entire Atlantic Basin for the six-month season, which begins June 1, NOAA is predicting the following ranges this year:

- 12 to 18 named storms (winds of 39 mph or higher), of which:
- 6 to 10 could become hurricanes (winds of 74 mph or higher), including:
- 3 to 6 major hurricanes (Category 3, 4 or 5; winds of 111 mph or higher)

Each of these ranges has a 70 percent likelihood, and indicate that activity will exceed the seasonal average of 11 named storms, six hurricanes and two major hurricanes.

“The United States was fortunate last year. Winds steered most of the season’s tropical storms and all hurricanes away from our coastlines,” said Jane Lubchenco, Ph.D., under secretary of commerce for oceans and atmosphere and NOAA administrator. “However we can’t count on luck to get us through this season. We need to be prepared, especially with this above-normal outlook” Lubchenco stated.

According to Joe Bastardi, the Chief Forecaster of the AccuWeather Hurricane Center,

“The Northeast is staring down the barrel of a gun...” “The Northeast coast is long overdue for a powerful hurricane, and with the weather patterns and hydrology we’re seeing in the oceans, the likelihood of a major hurricane making landfall in the Northeast is not a question of if but when.”

Even without the occurrence of a hurricane, our regions’ more commonly occurring Nor’easters can also cause significant damage from wind-driven rain, strong winds and debris.

Nothing can replace the loss of decades of memories established in a home or efforts invested into building a business so it is important to protect your property with durable hurricane screens and shutters. Companies such as Storm Solutions, Inc. provide affordable, lightweight, and easy to deploy hurricane screens that meet all local codes and are certified by major insurance providers. Storm Solutions has re-engineered these systems to meet the unique needs and aesthetics of Shingle Style architecture and salt air conditions. Examples of products that will protect your

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Due to the increased predictions of a major storm, many insurance carriers are dropping coastal customers or increasing rates dramatically. Those insurance companies that still write policies in coastal areas are demanding that homeowners deploy wind damage protection products in order to be insured. By installing “rated” window & door shutters, many homeowners may qualify for discounts on their policies, including waivers of deductibles in the event of wind-driven damage to their home. If a severe storm occurs, this wind deductible waiver alone can cover the cost of the screens.

The very close call of Hurricane Earl this past September reminded us just how important it is to be prepared for major storms. When a hurricane or Nor’easter is forecasted, homeowners need to be able to act quickly, safely and efficiently. Alternatives such as plywood are not feasible; installing these heavy boards is often contingent on hired help, which is scarce in the event of an impending storm. Storm Solutions shutters and screens are extremely quick and easy to set up and provide a high degree of visibility when they are installed in advance of a storm. Homeowners can have peace of mind that their home, family and valuables are protected throughout the storm.



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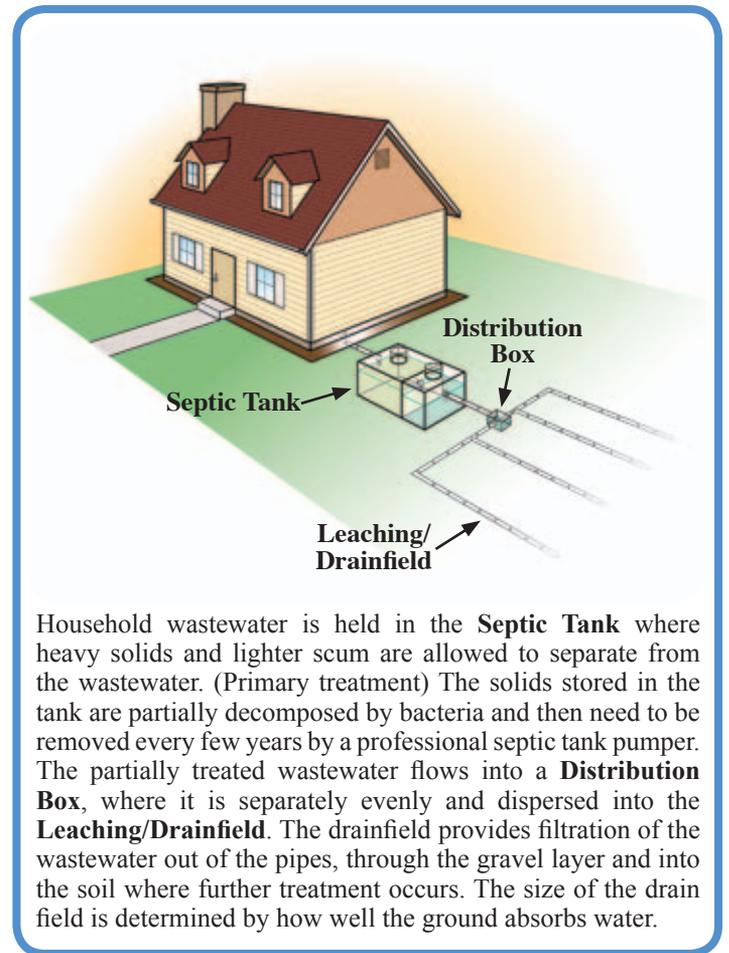
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Septic System Basics

Most homes on Cape Cod rely on septic systems to treat and dispose of wastewater. Proper use and regular pumping are the best ways to prolong the life of your septic system and avoid groundwater contamination. Homeowners should have their septic system inspected and pumped every 3 years by a licensed system professional, to remove excess solids which can clog drains and lines, and ultimately destroy the entire system.

In addition to having your system pumped, it is important to take other precautions to protect the septic system. Plant only grass or small plants above the septic system to help keep the drain field in place, but be sure to keep trees with roots at least 30 feet away from the system. Reduce the volume of water running into the septic system by installing water-conserving faucets, showerheads and toilets; repairing leaky fixtures; and running washing machines and dishwashers only when full.

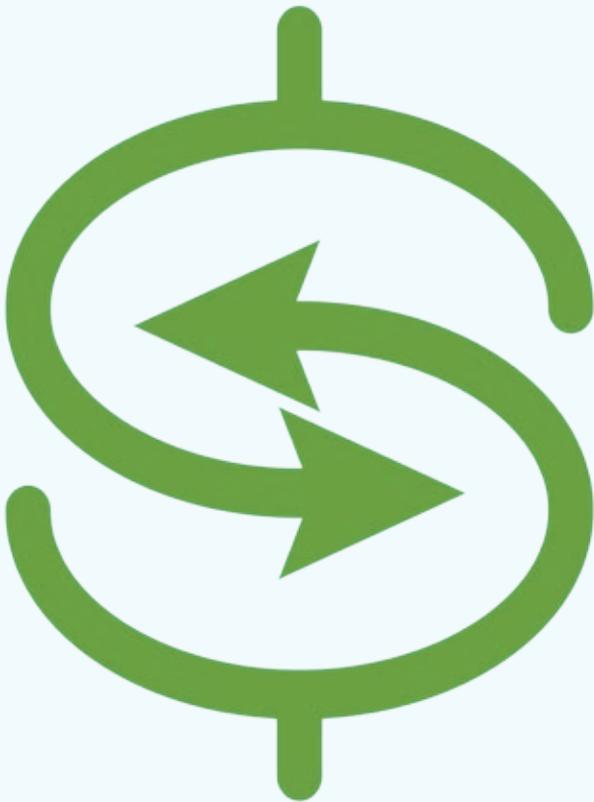
Be watchful of what is being poured down the drain. Kitchen grease, medications, pesticides, paint thinners, or any other type of chemical should never be dumped down the sink or toilet. Not only can these products contaminate the ground water, but important bacteria and microorganisms that help the septic system function properly may also be destroyed.



Household wastewater is held in the **Septic Tank** where heavy solids and lighter scum are allowed to separate from the wastewater. (Primary treatment) The solids stored in the tank are partially decomposed by bacteria and then need to be removed every few years by a professional septic tank pump. The partially treated wastewater flows into a **Distribution Box**, where it is separately evenly and dispersed into the **Leaching/Drainfield**. The drainfield provides filtration of the wastewater out of the pipes, through the gravel layer and into the soil where further treatment occurs. The size of the drain field is determined by how well the ground absorbs water.

GREEN S

Homeowners who implement energy-saving home improvements in 2011 may qualify for a variety of rebates and tax credits.



Free Home Energy Assessments (866) 527-7283

Homeowners may be eligible for a no-cost home energy assessment. An energy expert will look at your home from roof to basement and identify where energy efficiency improvements can be made to reduce energy costs and improve your home's performance. You could receive a 75% rebate up to \$2,000 to complete recommended energy efficiency improvements, and may qualify for other rebates.

Old refrigerators and freezers use three times more electricity than newer models that are being produced today. Recycle your working 2nd refrigerator or freezer, and receive a \$50 rebate. Call to schedule a pickup (877) 545-4113

REBATES

There are numerous rebates available to help offset the costs of energy efficient home improvements such as furnaces, water heaters, air conditioning equipment, refrigerators and freezers.

Rebate forms are available at www.capecodhr.org

For more information regarding specific rebates contact:

Gas Networks Rebates
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(800) 232-0672
www.gasnetworks.com

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www.capelightcompact.org

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\$500	Condensing Gas Water Heater \geq 94% thermal efficiency
\$400	High-efficiency indirect fired gas water (natural gas-fired heating system)
\$300	On-Demand, Tankless Water Heater with \geq .82 Energy Factor
\$100	Energy Star-rated storage water heater with a \geq .67 Energy Factor
\$50	R Energy Star-rated storage water heater with a \geq .62 Energy Factor
\$100	Warm Air Furnace AFUE Rating of 83% for oil, 90% for propane
\$400	Warm Air Furnaces \geq 92% Gas, or Propane, 82% oil with ECM
\$600	Warm Air Furnaces \geq 94% with ECM
\$800	Warm Air Furnaces \geq 96% with ECM
\$500	Natural Gas Hot Water Boiler with an AFUE Rating \geq 85%.
\$1000	Natural Gas Hot Water Boiler with an AFUE Rating \geq 90 %.
\$1500	Natural Gas Hot Water Boiler with an AFUE Rating \geq 96%.
\$1600	On-Demand Condensing Unit - Minimum AFUE Rating of 90%
\$1000	On-Demand Non-Condensing Unit - Minimum AFUE Rating of 85%
\$500	Heat Recovery Ventilator - Excludes portable units
\$150	Central AC/Air Source Heat Pump SEER 14.5
\$300	Central AC/Air Source Heat Pump SEER 15
\$500	Central AC SEER 16
\$500	Ductless Mini-Split SEER 14.5
\$ 25	Programmable Thermostats
\$500-	
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\$ 50	Refrigerator or Freezer ENERGY STAR® qualified
\$ 10-	
\$ 30	Computer or Monitor ENERGY STAR® qualified

* Subject to specified Terms and Conditions. Rebate offers subject to change without notice.

SAVINGS GUIDE

FEDERAL TAX CREDITS

The Tax Relief, Unemployment Insurance Reauthorization, and Job Creation Act of 2010 extends the tax credits for energy efficient products and improvements into 2011, however the value has been decreased to 10% of the cost of the improvement, with a maximum \$500 lifetime limit. If you have received more than \$500 in home improvement tax credits since 2006, you are not eligible for any additional tax credits in 2011. Some of the qualifying equipment must also meet more stringent efficiency standards. For example, boilers must now be 95% or more efficient. The following information serves only as a general guideline for informational purposes. You must consult with a tax professional or the IRS for conditions and specifications.

Home improvements that may qualify for the 10% credit, up to \$500 include:

Energy Star Windows & Exterior Doors (\$200 maximum credit for windows) \$500 maximum doors & windows

Roofing ENERGY STAR qualified Metal & Asphalt Roofs

Insulation Adding Insulation and Sealing to reduce heat loss. Must meet 2009 IECC Amendments

Heating & Cooling Equipment (HVAC): \$300 includes installation costs
Central Air Conditioning Units with ≥ 14 SEER Efficiency Rating
A/C Split Systems with ≥ 16 SEER Efficiency Rating
High Efficiency Furnaces, Boilers: \$150 Credit includes installation costs.
Natural Gas or Propane Furnace AFUE ≥ 95
Oil Furnace AFUE ≥ 90
Gas, Oil or Propane Boiler AFUE ≥ 90

Water Heaters: \$300 includes installation costs
Gas, Oil or Propane Water Heater with Energy Factor (EF) $\geq .82$
ENERGY STAR Gas tankless water heaters
Electric Heat Pump Water Heater with Energy Factor ≥ 2.0 .

Biomass stoves: \$300 includes installation costs
Thermal efficiency rating of at least 75%

Renewable Energy

Solar water heaters, solar panels, photovoltaic systems, geothermal heat pumps, fuel cells, and small wind turbines are not subject to any cap, and the 30% credit is in effect through 2016. There is certain criteria which must be met in order to qualify.

Massachusetts Residential Property Credits

For more information and details contact the MA Dept. of Revenue (800) 392-6089 or visit www.mass.gov/dor

Lead Paint Removal: \$1500 for full compliance, 50% up to \$500 credit for interim control.

Repair or Replacement of Failed Cesspool or Septic System Credit (Title V): \$1500 ~ MA Residents
Only Homeowners may claim up to \$6,000 in tax credits for septic upgrades on primary residence. The credit cannot exceed \$1,500 in any year and may be spread out over 4 years. Tax Form Schedule SC is the correct form for the tax credits.

Solar Wind and Energy Credit (Renewable Energy Source Property): equipment which uses or transmits solar or wind energy to heat, cool, or provide hot water for a principal residence in Massachusetts. 15% up to \$1000



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Our customer's have a variety of reasons for using the services that Mid-Cape Garage Door Inc. provides. When selling a home, curb appeal is considered very important in generating interest from potential buyers. Very often the garage doors are a big part of what a person sees from the street and may effect the decision to view the house further. There are many different styles and colors available to choose from to match the appearance of your home.

Energy costs continue to rise. Garage door manufacturers are producing new doors with insulation ratings equal to or better than the R-Value ratings in the outside walls of the average house. In some cases a federal tax incentive may be available for replacing an old garage door with an insulated one that meets federal standards. There are certain requirements that must be met to qualify for these credits.

Sometimes a garage door does not need replacement but rather a repair is necessary to keep the garage door and electric opener functioning properly. Mid-Cape Garage Door Inc has been in business since 1948, installing, repairing and /or replacing garage doors and electric openers. We have the experience and the ability to work on most manufacturer's products.

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Ask the Electrician

Mike LeBlanc, Manager of the Electrical Division at E.F. Winslow Plumbing & Heating answers the questions homeowners commonly ask him about their electrical system. Mike is a master electrician, with more than 25 years in the industry, and has serviced thousands of homes and businesses.

What could be causing our lights to flicker and the breakers to trip?

It may be time to upgrade your electrical system, as these are warning signs that your electrical system may not be able to handle the demands of your appliances and hi-tech equipment which use much more power. It is essential that your electrical system be able to handle the demand of modern appliances and technology. Today's circuit breaker panels conform to much higher safety standards than outdated fuse panels. The Ground Fault and Arc Fault circuit breakers, which are part of these modern systems, also help reduce the risk of an electrical fire.



Over the past decade, electrical service panels have improved greatly, and are designed to operate much more efficiently. If you live in an older home, it is important that you have a licensed electrician determine whether or not you need to upgrade your electrical system. If your home has a fuse panel, or overloaded circuits, a service panel upgrade can help to ensure the safety of your home and family. If your home's electrical system is not up to date with current safety standards, your homeowners' insurance carrier may require an electrical panel upgrade for renewal.

Why are the lights in our home unexpectedly dimming?

Years of wind driven rain and snow can cause deterioration and serious corrosion to the outside electrical service. The entrance cable or meter socket may become rusted due to the moisture. A licensed electrical contractor can locate the source of the water damage, and make necessary repairs or replacements. The panel box and wiring is often severely damaged and corroded, requiring a new panel.

Are a permit and inspection necessary when electrical work is done at my home?

All electrical wiring work requires an electrical permit and inspection to ensure that the work is done properly and to code. Proper permits and inspections not only help to ensure your safety, they can also protect you financially if you sell your house in the future, or if an insurance claim ever becomes necessary for any type of house fire. Many insurance companies are no longer renewing policies without an inspection.

We live in an older home, what are the warning signs that our electrical service needs to be inspected?

The Consumer Product Safety Commission studies of residential fires show that the majority of serious fires could have been avoided. Warning signs that your system needs to be assessed immediately include:

- Power outages (fuses need replacement/circuit breakers need to be reset)
- Sparks or unusual sounds from the electrical system or outlets
- Overheating of outlets
- Odors
- Permanently installed power cords

The biggest concern is the danger of electrical fires, because often the electrical wires heat up and smolder, and the smoke detectors don't go off until it is too late. And electrical fires can be very complicated to extinguish once they have started. It pays to be proactive and have a professional assessment done before any visible problems arise.

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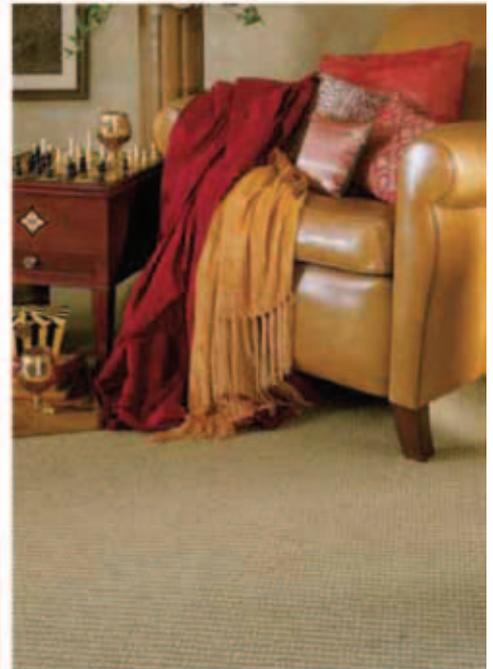
Our knowledgeable sales staff has the experience necessary to assist you in making the best buying decision; our professional delivery staff takes pride in making sure your appliances arrive on time and in perfect condition. If for any reason service on your appliance is necessary, we have our own factory trained certified service technicians. Crane Appliance Service is an authorized service center for all major brand appliances – new and old, servicing all of Cape Cod and Martha's Vineyard.



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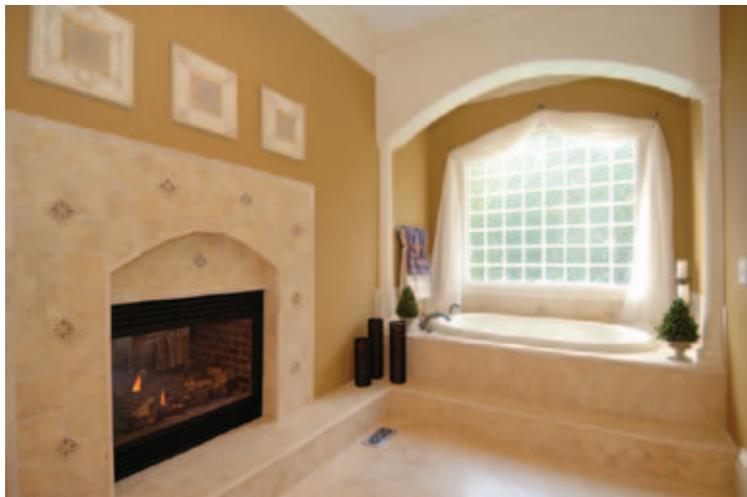
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If you're shopping for a new floor be sure to stop by one of our stores and consult with one of our knowledgeable sales professionals. If your hectic home or work schedule still won't let you come to the store, you can request samples to see how they look in your room, have your rooms professionally measured for free and have a certified installer come to your home to have your new floor installed. The entire process can be completed without even entering the store!

Current Trends:

Homeowners are opting for more earth tones, and muted colors in their homes for a natural look. Hard surfaces, such as wood floors, stone and tile are very popular right now, and carpeting is no longer the clearly dominate floor covering. A variety of flooring surfaces are available to help you bring the look of outdoors into any room in your home. Hardwood floors are a classic choice, with grains and tones of hardwood or bamboo, for a nature inspired tone. Stone is another great flooring option. Limestone, marble and granite add a sense of harmony and spaciousness to your home. Homeowners are showing a lot of interest in cork, known for its functionality, is 100% natural, sustainable and easy to care for. Cork is a great sound absorber and a perfect choice for a bedroom floor. For an added touch of warmth, homeowners are opting for a heated floor, which can be easily installed with a radiant mat system in almost any room in the home.



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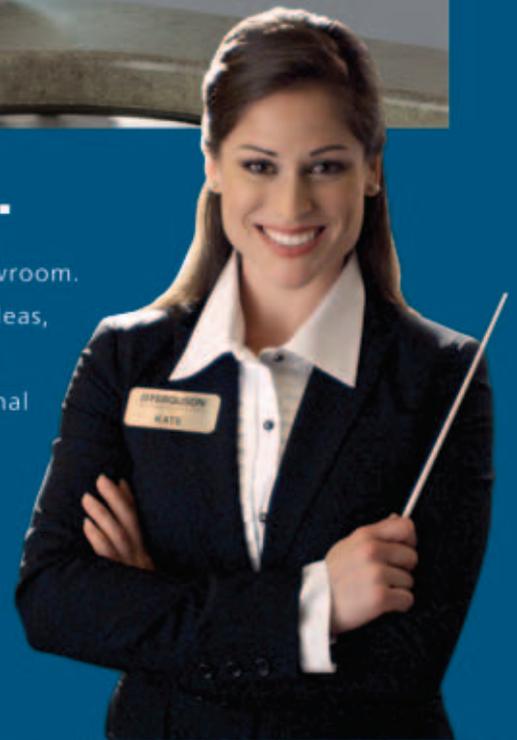


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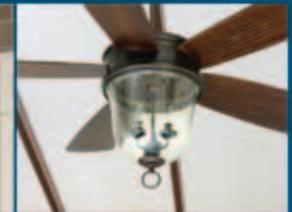
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Creating a custom shower that fits your lifestyle has never been easier. You will have a spa-like retreat in your home with adjustable showerheads and body sprays mounted on the walls and ceiling.

Customize Your Shower

Shower heads come in a choice of design styles and sizes to suit all installation requirements and personal preferences. A good shower head will offer a variety of different spray patterns to suit the needs and mood of the user. Compare manufacturers to find out how much water their shower head uses per minute – some are much more efficient than others. Leo Doherty, Manager of Ferguson Bath, Kitchen, and Lighting Gallery in Mashpee, Massachusetts explains, "GROHE EcoJoy™ is one example of integrated water-saving technologies that restrict flow rates, allowing you to reduce water consumption without sacrificing on performance or design. The result is less environmental impact and reduced running costs."

Hand Showers

From the simple to the sublime, hand showers come in a variety of shapes, sizes and design styles. Superior shower heads efficiently distribute an equal flow of water to every nozzle, resulting in an even spray pattern. Limescale and mineral build-up is the leading cause of underperforming shower heads. Choose a model with silicone nozzles; they can be easily wiped clean with your hand or a cloth to loosen build-up and bring your shower head back to peak performance. Finally, before you purchase your hand shower check that it is comfortable to hold and that it offers a number of spray patterns – switching between patterns should be effortless.

Shower Heads

Shower heads offer multiple installation options. They are primarily installed on the shower wall. Ceiling mounted showerheads, however, are gaining in popularity and



provide a wider all-encompassing spray. Keep in mind, the more outlets in your shower, the more water required. Check with your showroom consultant or plumber to ensure an adequate supply of hot water. Products such as the GROHE Aquatower® provide a range of concealed body sprays, hand showers, and shower heads that enable the user to customize their shower experience.

Body sprays

Body sprays, sometimes referred to as body jets, are small showerheads positioned on one or more of the walls within the shower area. Each delivers a focused jet of water to target a specific part of the body. Although their position is set at the time of installation, a ball-joint lets you pinpoint the spray.

Information on all GROHE products is available at www.Groheamerica.com Or stop into the Ferguson Showroom at 106 Falmouth Road Mashpee to learn more.

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