Home Improvement

Page 1B **The Commercial Review** www.thecr.com

Bright blossoms



Parks welcome Pennville passers-by with a sea of bubblegum pink petunias

By BAILEY CLINE

The Commercial Review One of the first views folks see driving north into Pennville along Indiana 1 is the abundance of pink flowers.

It's been Jan and Les Park's ing sight to Pennville person- year to hang along their Jan prefers to coordinate with tradition to plant or hang bubblegum petunias and other bright flowers around their

home for the last 23 years.

ally," Jan said.

The Parks have lived at 420 S. Union St. since September

porch.

From there, the hobby grew. Jan, 76, and Les, 77, plant 1999. Their daughter bought petunias around their home "I think it's just a welcom-them three petunia plants that in large numbers each year.

one uniform color — bubblegum pink.

"They're a very friendly color," she said.

See **Blossoms** page 4B









Antiques, vintage soar amidst supply chain issues

centage of the amount.

Buyers can pick items up at

a warehouse or pay a fee to

have them delivered. As

with vintage clothing,

brands matter. The five cur-

rently best-selling Kaiyo

brands are CB2, West Elm,

Herman Miller, Article and

Design Within Reach, Koralturk says. "We are

also seeing a grandmillen-

nial trend," he says. Her-

itage brands such as Ethan

Allen and Drexel Heritage

are having a moment. And

floral sofas are back, like it

At the Gallery at 200 Lex,

a 33,000-square-foot vintage

and antiques emporium at

the New York Design Cen-

ter, gallery director Emily

Collins says business has

been brisk, especially from

designers desperate to fur-

nish clients' empty homes.

Collins says the 52 dealers

who maintain booths there

stock "pieces that are ready to rock and roll," including

leather inlaid desks and

MCM Vladimir Kagan

curved sofas. The dealers

also post items on incol-

antiques and vintage mar-

ketplace, and buyers can

then arrange through the

gallery to have pieces

"Everyone wants some-

thing right now, something really special," Collins says. "You can walk in and

say, 'I want that pair of Ital-

ian club chairs. How quick-

ly can you get them to me?"

With local shippers, we can

get them out in a few days.

If they can get a big enough

UberXL, we are happy to

Designers such as Jay

Jeffers in San Francisco

are scrambling for available furniture. "Two adults are working on one side of

the house, and the kids are

and more furniture — and

they need it fast. "But

Jeffers says. "One manu-

facturer just told us that

last month's 16-week lead

time for a sectional sofa is

now 36 weeks." So Jeffers is

sourcing more vintage upholstery that he can

have recovered, but even

Sofas are big sellers at

Wishbone Reserve, a go-to

location in the hip Hamp-

den neighborhood where

shoppers, including deco-

rators and set designers,

appreciate the mix of art

deco, Victorian and MCM.

Filmmaker John Waters

sometimes stops by. "Used

upholstery, who would have thought," says co-owner Julie Lilienfeld, who

says customers tell her

they don't want to wait

months "to get their uphol-

stered pieces from Crate & Barrel." She adds: "We get stuff in and it sells instant-

Antiquing once required

having a car with a trunk,

but social media has made

it possible for others to eas-

ily join the hunt. Insta-

gram had already expand-

ed the market for those

antique and vintage pieces

when the pandemic hit and many antique centers and

flea markets had to close.

The shift brought con-

sumers just a few direct

messages away from scor-

ing the teak bar cart or 1980s swivel pouf of their

recently sold a sofa and two

chairs by hot postmodern

Italian architect Tobia Scarpa for \$10,000 on Insta-

gram. (Scarpa's work is

also owned by Hollywood

designer Kelly Wearstler.)

The customer paid to have

them shipped to Los Ange-

les. "We had none of this

national business before

Reserve

dreams.

Wishbone

looking remotely

vintage shops,

Baltimore's

that is taking 14 weeks.

many

including

everybody is backed up,

help them load.'

shipped anywhere.

an

online

lect.com,

or not.

The Washington Post

When Samantha Manocchio moved to Washington from California last year, she brought her clothing and not much more. The 23year-old rented a studio apartment and set out on a search for furnishings, including a table to anchor her small space.

"I am very focused on sustainable living," says Manocchio, who buys mostly secondhand or sustainably sourced clothing. "My generation is conscious about how we as individual consumers can do our parts."

Some change their diet, she says. Others, like her, look for pre-owned furniture instead of cheaply made "fast furniture." She shopped local, buying a 100year-old English Pembroke table from Georgetown's Pillar & Post, a few miles home. The from her mahogany table on brass casters, which she plans to keep forever, was delivered a few days later in the back of an SUV.

Manocchio is part of a wave of consumers who, in the past two years, have been buying mid-century modern burlwood buffets, 1970s velvet sofas and French farm tables.

The pandemic has created a bit of a perfect storm for the used and antique furniture business.

All this time at home has made people yearn for a fresh look. The spike in home remodeling and all the moving around people have done created new spaces to fill. Frustrated consumers still waiting for a headboard and bedside tables they ordered six months ago are increasingly willing to buy previously owned sofas, just as they are willing to scoop up used Hondas.

Popular online sources for antique, vintage and more recent pre-owned furniture report strong sales. Anything bought secondhand and made in the past 30 years is considered preowned; items made between 30 and 100 years ago are vintage; and anything more than 100 years old is an antique, according to Anna Brockway, cofounder and president of Chairish. Chairish's business in 2021 was up 42% compared with 2020. In 2021, Kaiyo had five times the revenue it had in 2019. Searches for vintage or antique couches on Etsy increased by 126% in 2021 compared with 2019.

Reusing old furniture is a natural choice to reduce waste for sustainabilityminded consumers. According to Environmental Protection Agency statistics, 12.1 million tons of furniture and furnishings waste was generated in 2018, up from 2.2 million tons in 1960. The EPA also reports that 80.1% of what was discarded ended up in landfills or disposal cen-

"As people increasingly shop with their values, buying vintage furniture sustainabilityminded shoppers to reduce their carbon footprint, all while supporting small, independent businesses," says Dayna Isom Johnson, Etsy's trend expert. Younger customers in

particular are discovering that old items add character to a room.

"Antiques have been around for a long time and have a proven durability and a classic style," says Daphna Peled, owner of Pillar & Post. She says her millennial and Gen Z customers, such as Manocchio, realize these pieces aren't just a fad. "Buying a piece with history that is also a greener alternative is an added bonus," Peled

Alpay Koralturk, chief executive of Kaiyo, founded the online marketplace for pre-owned furniture in 2014 after he realized how often he was moving, as well as buying and selling furniture. He wanted to make it easier for consumers to get rid of and acquire pre-owned pieces and was intent on making sustainability a core value. Kaiyo works similarly to the pandemic," Lilienfeld

online consignment business. It will pick up requested items are patio furniture, Dansk enamel approved pieces from sellers and photograph and cookware and anything bar-related: carts, teak ice post them on its website. (Current locations served buckets, nice glassware. "I are the New York metro think that a lot of people area, Philadelphia and are at home drinking these nearby suburbs and Washdays," she says. ington, as well as parts of Virginia and Maryland.) Sellers can get an instant offer from the company or wait to see what their pieces sell for and get a per-

Maher, co-owner and shop-Artisan Gallery in Stamford, Connecticut, quickly room feature to the webgallery could survive withhome office setups, lighting, upholstery and even textiles, she says, are still flying off the virtual

shelves. aspirational cante," or flea market.

in school on the other," he Louis Philippe statement

design inspiration."

When stores shuttered in spring 2020, Mari Ann keeper of the Antique and pivoted. She posted items twice a day on Instagram and added a virtual showsite. "The first thing I thought when we were told by the state that we had to close was that I have to reinvent myself," Maher says, as she worried about how her 22,000-square-foot out shoppers. But to her surprise, sales from social media soon outpaced sales from the website. New Yorkers who fled to Connecticut for more space turned to Maher to furnish their pandemic-era outposts, thus avoiding long delivery times at furniture retailers. Items to furnish

There are new players on Instagram, too. Holly Rockbrune and Jenna Parkes, childhood friends who grew up together in Ontario, started selling curated "drops," or collections, of French heirlooms and antiques in 2019 on the platform. The feed for Joliette, which has more than 56,000 followers, is a grid of vignettes plucked right out of a chic Parisian apartment, featuring bentwood bistro chairs, tableaus of pottery and brass candlesticks on rustic tables. They want customers to envision the items in "snapshots" and to be able to re-create something similar, even if they're not anywhere near a French or Canadian "bro-

Mirrors are always in demand on the site (they range from \$250 to \$2,500), especially gilded, "iconically French" 19th-century

"There's almost a global style now," Parkes says. "It's like the world has opened up in terms of

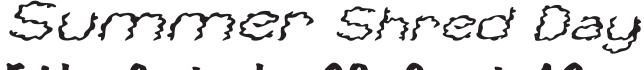
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Blossoms

The couple purchased their annual flowers this year from Eicher's Greenhouse in rural Bryant. Jan noted the bubblegum color is popular and sells out quickly, so they usually buy most of their stock prior to Mother's Day.

In the spring, they grabbed 12 large baskets and four flats of four-inch pots. The small pots, Les said, tend to grow more

"They're slower to start, but when they finally do take hold, it seems like they just fill in so much better," he said. "Where the big pots, you've got your flower right now, but they're quicker to die off when they're in the ground."

Usually, the couple work together to plant the flowers around their home. But around planting time this year, Jan underwent gallbladder surgery.

"I had to do it all on my own this year," Les said.

"Eh, you're a better planter," Jan responded, laughing.

The couple generally hang their petunias along their porch until the plants begin to outgrow their pots. Flourishing petunias often cascade out of their planters, and heavy storm winds can easily knock them off the Parks' banister.

"The wind beats the heck out of them," Jan said.

Once the flowers are ready, Les and Jan transfer them along the sides and front of their home. They have a soaker hose in their flower beds, making the watering process for those plants simple.

In the right conditions, petunias thrive in northeastern Indiana. They require plenty of sunlight, as well as regular watering — but not too a gift for Mother's Day much watering — and fer- chrysanthemums tilizer. Les said he typical- geraniums. They



The Commercial Review/Bailey Cline

Bubblegum petunias surround the Parks' house on the southwestern edge of Pennville. The flowers can be seen by pass through traffic as it travels north into town.

ly fertilizes them two or keep a few rubber plants from 1965 to '67, with the Corning Glass until it (Their daughter, Lisa three times throughout flower season, although so far this year he's only fertilized once. He's learned not to fertilize too often.

"You do too much, you'll burn 'em, and they go downhill," he said.

The Parks decorated their yard with a few other plants, including impatiens — their daughters, Lisa Jobe and Jill Chiaruttini, gave those as

in pots next to their front door on the porch.

Les attributes much of the hobby to his wife's love for flowers. But on a walk around the couple's property, he pointed out the different plants and talked about their upkeep and how they were doing this season.

"We run into people that comment on the flowers, say, 'Your flowers really look nice," Les said. "That's kind of nice to hear.'

majority of that time spent stationed in Germany. When he returned to his job at Corning Glass in Bluffton, he met Jan. They wed in 1968 at Pennville United Methodist Church.

Jan soon transitioned into education, working as an instructional assistant for 16 years and as a secretary for 22 years at Pennville Elementary School. She retired in March 2017.

Les continued as a Les served in the Army machine repairman at town to be closer to family. Les said with a smile.

closed in the late '80s. He took a job at General Motors in Marion and worked there until his retirement in 2009.

The Parks lived in a trailer on North Street in Pennville for about five years prior to moving out to a property in rural Pennville. Instead of an abundance of flowers, Les and Jan cared for a vegetable garden in the country. Les also owned draft horses.

About 23 year ago, they decided to move back into Jobe, and her husband, Brian, returned to the area after having lived in Fort Wayne for several years.)

And they've been outside tending to their pink petunias each spring through fall ever since. It's become their own tradition.

"At least we don't have to fight when we go to the flower shop. We know what we're going for," giggled Jan.

"We're getting pink,"



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Tech helps aging at home

By WENDEY A. JORDAN Special To The Washington Post

Terese Klitenic, 65, had goals when she moved a few years ago to a townhouse in Waverly Woods, a 55-plus community in Marriottsville, Maryland.

One was to enjoy all

that the active-adult community offers. The other was to prepare for a life of safety and comfort as the years go by.

Likewise, in Boca Raton, Florida, healthy octogenarians JT and Emily Galea wanted to prepare their one-story house for the best life in their retirement.

Both homes incorporate essentials for safe senior living, including primary bedroom, bath and living spaces on one level; smooth floors (that accommodate would wheelchairs and rollators); good lighting; and kitchens, baths, laundry storage and areas designed for safe, convenient use.

But when it came to incorporating technology for aging in place, the homeowners took very approaches. different Klitenic opted to start small, with a few tech tools. The Galea home is chock full of high-tech enhancements.

health, Supporting safety and security are important components of successfully aging in place. So are home management systems that maintain a comfortable environment, and communication and recreation systems that enable social engagement, stimulation and entertainment.

Wanda Gozdz, president of Golden Age Living, is a residential interior designer and certified aging-in-place specialist (CAPS) whose company provides training and services. She says "aging in place is the ability to remain in your home as your lifestyle changes over time."

As CEO and co-founder of Tech-Enhanced Life, which has a website (techenhancedlife.com) and programs to identify and evaluate tech products for seniors, Richard Caro says he sees agingin-place technology as a means to help people maintain the daily life they have long enjoyed. And while many tech systems are helpful, Caro notes that some issues can be handled by simple, low-tech devices. He likes jar openers, for example, because they enable people with weak or arthritic hands to continue enjoying their favorite jarred foods.

Klitenic says she wanted tech tools that would allow her to "live alone safely and enjoy movies and music and life in gen-Assisted Zachary Klaiman of D.C. based Ztech, a company that provides technology and support for seniors, she chose just three things: a Ring smart doorbell, some Roku devices and an Apple watch.

With a camera focused on who's near the front door and a chime that rings when people walk by, the doorbell "makes me feel secure," she says. She already had a smart TV so she augmented two other sets with Roku devices to stream programs and movies. Roku 'is inexpensive and easy to use," she says. While she's pleased that the watch can alert her contacts if she falls, she hasn't explored most of its other smart features. As for additional tech products, she will consider them if and when she sees a need.

The Galeas decided a few years ago to transition from their large, twostory home to a smaller, one-story place. They bought a 1,700-squarefoot, two-bedroom house in a 55-plus community convenient to where two of their children live. After a three-month remodel, they moved into the house last March.

space, installing a curb-

They made the structure accessible by raising the floor of the sunken living room to the same level as the rest of the

I grew into it. If people can use a smartphone, they'll catch onto this easier. The biggest hurdle for me was learning the new touch screen, learning the sequence, the dashboard. It took a couple of weeks of trial and error. When I got really stuck I called my husband or one of my children."

'There is a learning curve. ...

—Emily Galea

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less shower, replacing the more tech experience. "In kitchen cabinet shelves with pullout units and adding handrails to the bathrooms. Strategically located lighting, including LEDs, task lights and under-cabinet strips, brightens work zones and makes passageways safe to navigate.

JT and Emily's son Jeff designed the tech side of the remodel. He is CEO and founder of Boca Tech and Automation, a company that integrates smart technology into homes. Starting with the floor plan and a discussion with his parents about their daily living routines, Jeff developed a comprehensive system that reflects how they use the space, lending safety and convenience to their everyday lives.

The tech is tied into a central Control4 system, says JT, "so we can control the whole house from anywhere, from our iPads, smartphones and touch panels." Included are automated and scheduled lighting, motorized window shades, motion sensor lights, security cameras at the front door and around the house, sensors that detect open company motion-activated way and garage lighting, automatic operation of the front door, a smart thermostat, music, and WiFi. The system is integrated with third-party devices that JT can use to read his blood pressure and heart rate and transmit the results to his doc-

The Galeas use a jumbo-size, 120-inch front projection TV to enjoy movies, TV shows and games as well as video calls with family and friends. Equipment can be attached to the base of the screen that allows a sound bar and camera to track to the person in the room who is speaking. Smaller screens in JT's home office, in Emily's quilting studio and in Jeff's business office (for remote access) show live camera shots from security cameras around the property.

The population of Americans 65 and older is a "silver tsunami," Gozdz says. The Census Bureau projects that by 2034 this group will total 77 million, outnumbering the population of children.

JT and Emily were relatively comfortable bringing tech into their home, because JT has work experience in the tech arena and because of Jeff's role as project coordinator. But most homeowners in their age group are not.

"Older older adults" - those over 75, who did not grow up with computers, smartphones other devices most likely to approach technology with trepidation," says Madj Alwan, executive director of the LeadingAge Center for Aging Services Technologies. Coming behind them are groups with

five years, retirees will be much more familiar with tech," Alwan says.

For now, many older homeowners need help through the whole process, from choosing tech systems to setting up and using them. They often get it from young people, especially family members. Klitenic relies on her daughter and son, quipping, "If my kids aren't available, I'm clue-

Getting used to employing all the tech in the Galea house was an adjustment for Emily. "There is a learning curve," she says, but "I grew into it. If people can use a smartphone, they'll catch onto this easier. The biggest hurdle for me was learning the new touch screen, learning the sequence, the dashboard. It took a couple of weeks of trial and error. When I got really stuck I called my husband or one of my children."

Service providers such as Klaiman offer installation and user assistance, too. "Finding Zach was a godsend," Klitenic says. Klaiman, 28, uses the tagline, windows and doors, taught my Grandma, and

> "A big part of helping people is being there while they practice" using the systems and "teaching them how to troubleshoot," Klaiman "I walk them says. through the process slowly and patiently. I understand that this stuff is scary, intimidating and frustrating for a lot of older people. They say, 'I'm stupid,' but I tell them that I get why they're this way. I instill confidence that they can do it."

When they gain trust in their ability to use and troubleshoot the technology, "it's crazy empowering," he adds.

Klaiman backs up the training with written, step-by-step instructions. He remains available to help remotely or in person. Gozdz provides a "cheat sheet" to her clients as well, and encourages them to call with questions. It's not unusual for tech companies to offer service contracts on installed products, says Gozdz. Boca Tech and Automation has one that includes regular preventive maintenance as well as problem-solv-

It's wise to work with experts in aging-in-place technology. Klaiman has IT support certification from Google and is earning certification from Apple. Through her D.C. company Living at Home Consultations, occupational therapist Goldhammer enables people to continue living safely in their homes. She has certifications in modifications, home aging in place and fall prevention, as well as credentials as an assistive technology practitioner.

See **Tech** page 7B



JT Galea controls the smart lights in the kitchen as his wife Emily pours herself a glass of water. The Galeas decided a few years ago to transition from their large, two-story home to a smaller, one-story place. Included are automated and scheduled lighting, motorized window shades, motion sensor lights, security cameras at the front door and around the house, sensors that detect open windows and doors, motion-activated driveway and garage lighting, automatic operation of the front door, a smart thermostat, music and WiFi.

Tech

Continued from page 6B

She recommends tech products that would be useful to homeowners, but also is "mindful of what they can handle."

As for setting up tech equipment, choose a contractor experienced in smart home installation.

And "caregivers who have experience with technology are essential for the implementation and ongoing success of using tech systems," says Carly Shilling, community living program manager for the Howard County Office on Aging and Independence.

"Technology is the ultimate aging-in-place asset if you use it correctly," says Tom Kamber, executive director of Older Adults Technology Services (OATS) from AARP. "It brings safety, convenience, peace of mind — and a fun factor." Technology helps all homeowners, but especially seniors, by automating "things that are a pain or difficult to do," says Michael Miller, author of "My Smart Home for Seniors." Tech advances also allow caregivers outside the house to monitor and provide support troubleshoot, though "it's easier

now than four or five years ago." Alwan sees significant improvement, too. The voice control processing is more natural now, he says, and touch-screen devices are easier to use. "Tech has gotten radically more intuitive," Kamber says, adding that most devices now are user-friendly. Kamber warns that homeowners could encounter problems if they buy "lower-cost knockoffs that may come with design or interconnectivity flaws."

Advances in tech are a two-edged sword, says Alwan. "The smarter it is, the better it knows you and predicts your habits." That's helpful. But it also raises concerns about

risks. The trade-off, Alwan says, is access to apps to help with health between convenience and security. He doesn't think homeowners should worry. "You are in control of your privacy," he says. Turn off the microphone on your smart speaker, for instance, when you don't plan to use it. "Know the risks and mitigate for them," says Alwan, then "reap the benefits of smart home technology."

What are must-have smart home systems and devices for aging in place? Here's a list of recommendations from Kamber, Miller and Shilling:

•WiFi with a broadband connec-

•A smart speaker device such as Amazon Echo, Google Nest and Apple Home. This should be the hub of the home tech system, says Miller, and should be synced with the other smart products. Shilling says that a smart speaker system with virtual assistant technology can set timers, make lists and even make phone calls via voice command.

•A device such as an iPad or Chromebook that has an interactive screen for system use and remotely. Miller says some tech management. Kamber says it's systems can be hard to use and important to be able to visually and manually interact with smart systems.

> ·Smart plugs and smart lightbulbs programmed with a lighting schedule.

> •Smart video doorbells such as Ring and Nest, door lock systems such as August smart locks, and smart burglar and fire alarms. Smart security packages such as those from Vivint and SimpliSafe encompass these security features and more.

> •Smart medication aids such as the Reminder Rosie smart clock, Medminder pill dispenser, and Pria or Hero Medication management subscription services.

•Smartphones and smartwatchpotential privacy and security es. Shilling says they provide rity and the way we live.

management, socialization, managing finances, household oversight and emergency response.

 In-home cameras that caregivers can access to check on the homeowner's well-being and provide support remotely.

Klaiman also recommends an electric tea kettle for safety, as it shuts off automatically when the water has been heated and eliminates the fire hazards of burners. For additional safety in the kitchen, devices such as CookStop use motion sensors that can detect if nobody is tending the cooking and automatically shut off the oven or stovetop. Kamber recommends multicookers such as Instant Pot, which can be used in a variety of ways, including slow cooker and pressure cooker, and features a lid that locks into place until it can be removed safely.

Alwan recommends robotic vacuums and floor washers such as Roomba because they ease housecleaning. To maintain strength and balance, he points to interactive home exercise systems such as Mirror. Kamber likes Peloton treadmill systems for seniors.

'Nothing is foolproof with technology," Shilling says. "Having a backup plan is a good idea."

In case of a power outage, the Galeas' home system switches to battery backup that lasts for about 15 minutes. If the outage were longer than that, a generator would run the system.

To people who are hesitant about technology Emily Galea advises: "Don't be afraid of it. Don't say, 'I can't.' Give it a try and it will grow

"Start out with one thing, then when you're comfortable, step it up a step or two," she says. "Eventualyou'll wonder how you lived without it. It really does make a big difference to our comfort, our secu-







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