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Organizers expect biggest show ever

BY MATT HUTTON

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ASHTABULA TOWNSHIP — The annual Ashtabula County Home Show returns to Ashtabula Towne Square next weekend, March 9, 10 and 11, and organizers think it will be record breaking.

The 2018 show will take place during mall hours — 10 a.m. to 9 p.m. Friday and Saturday and noon to 5 p.m. Sunday. Show Coordinator Robert Schultz said as of Thursday afternoon they had 62 vendors and were still adding to the lineup.

“It’s probably going to be the biggest home show that we’ve had,” he said. “We could be up to 70 (vendors) by next weekend.”

Schultz credited the growth to an upturn in the economy and tax cuts for people and businesses.

“It’s the economy, that is what is driving everything. People have money to spend,” he said. “I think that’s what is driving it, and Chambers are all about businesses and all about economic conditions.”

The annual home show, in its 29th year, is sponsored by the Ashtabula County Chambers of Commerce.

Schultz said organizers also made a few changes to help



WARREN DILLAWAY | STAR BEACON

John Saylor (left) and his wife Rose Saylor (right) talk with Terri Hochschild, a saleswoman for Basement De-Watering Systems talk at a past Ashtabula County Home Show.

increase interest. First, they restored the show to three days after dropping it to two last year, saying the two-day timeframe “negatively impacted the home show.” They also began taking reservations in October, rather than waiting until the first of the year, used social media to push and

generate interest in the home show and cut the vendor prices this year.

The event is free for the public to attend.

All total, the economy and changes have drawn a mix of new and returning favorites to the show.

The vendors cover a wide range of areas, with home improve-

ment and lawn care companies offering services, to local crafters and artisans showing off their wares to community agencies working to make connections in the community.

Among some of the new vendors are real estate companies and

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SEE EXPECT, 11

Community Action looks to winterize homes for free

BY JUSTIN DENNIS

jdennis@starbeacon.com

ASHTABULA — Some Ashtabula County Home Show goers might be eligible for free, federally funded energy efficiency upgrades or home safety repairs.

That's where Ashtabula County Community Action Agency comes

in. Its 2018 show booth is there to teach area residents about its Home Weatherization Assistance Program, as well as other public services to which it points residents through its 2-1-1 service.

"Any time we can bring our information to the public — we want to make sure they're connected with what's

available to them," Carmen Kuula, the agency's director of community services, said Wednesday.

Each year, the agency helps keep heat in while keeping utility bills down at between 100 to 150 homes, she said.

Residents can receive an application for the HWAP program at the agency's home show

booth, or have a packet mailed to them, to determine their eligibility, Kuula said. Qualifying households have an income at or below 200 percent of the federal poverty guideline.

Depending on the size of the household, 12-month gross income must be at or below the amounts listed: \$24,120 for one person; \$32,480 for two people; \$40,840 for three people; \$49,200 for four people; \$57,560 for five people; \$65,920 for six people; \$74,280 for seven people; or \$82,640 for eight people. The income level increases by \$4,180 for each additional family member after eight.

Single family rental properties can also be eligible, with the landlord's approval, Kuula said.

Priority is given to residents aged 60 years or older, households with high energy



WARREN DILLAWAY | STAR BEACON

The Community Action Weatherization program is a scheduled vendor at the Ashtabula County Home Show March 9 to 11 at Ashtabula Towne Square.

usage or cost burden or those with disabilities or children in the home. Households that received federal assistance in the last 12 months, such as SSI, TANF or HEAP are automatically eligible for the program, according to an agency release from last fall.

Agency workers then conduct an energy audit of a participant's home. Workers safety check gas combustion appliances like furnaces and hot water heaters and perhaps give them a tune up, seal areas

where heat may leak out of a home and insulate floors, walls, attics and air ducts, said Marlow Millard, the program's intake specialist.

The process takes between six to eight weeks for a single home, and residents don't have to leave during that time, but that turnaround time depends on the number of pending applications, she said. "Winter time is the busiest time," and the agency urges residents to sign up in the warmer months, she said.

Millard said residents should consider applying if they have high energy bills or they notice their appliances aren't working efficiently or there's air leakage in their home.

"Between the inspector and the audit, they'll determine what measures they can take to make the home more affordable and comfortable by making it more energy efficient," she said.

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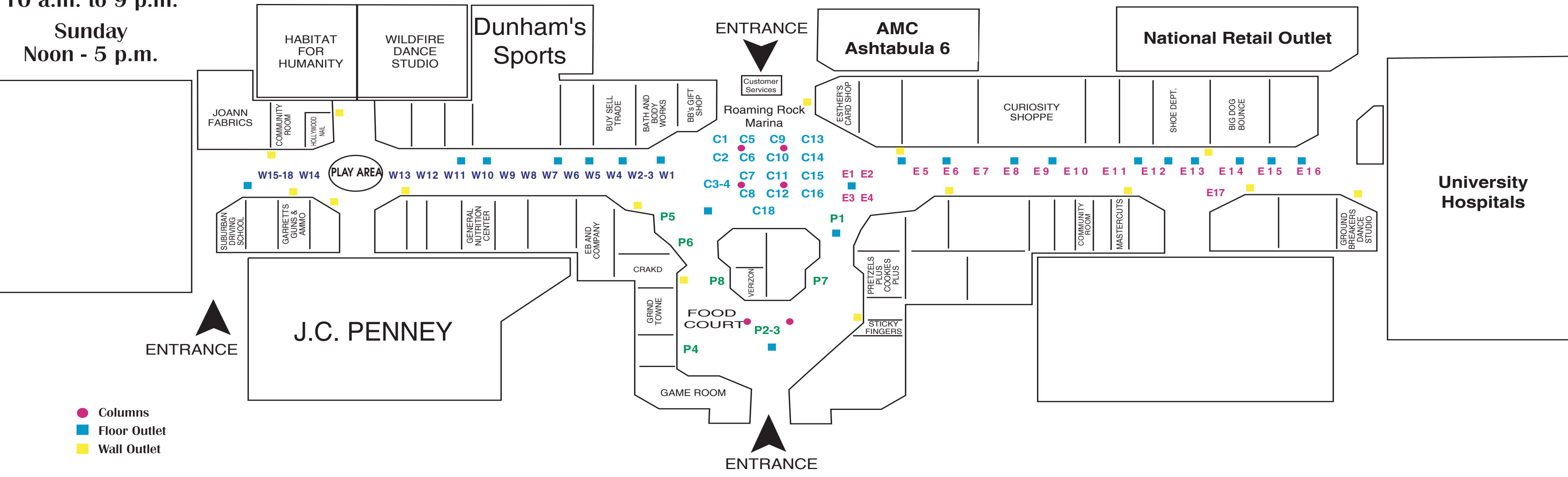


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W2-3. Weather Sealco	W11. Ashtabula County 4-H Foundation
W4. Assured Real Estate	W12. VFW Post #943
W5. Holly's Hearing Aid Center	W13. Tracy David
W6. Lowe's	W14. Ashtabula County Community Services & Planning
W7. Cutco Cutlery	W15-18. Cherry Valley Furniture
W8. Canter Lawn	
W9. Bankers Life	

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C1. Shepp Electric	C11. Kitchen Saver
C2. All American Gutter Protection	C12. K Hovnarian Homes
C3-4. Ziegler Heating	C13. Andover Bank
C5. Top Flight Financial	C14. Crawford Insurance Agency
C6. Gutter Helmet Systems	C15. Gutter Logic of Ohio LLC
C7. MC Professional Lawncare	C16. USA Insulation
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P8. Ashtabula County Community Action Agency

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E2. Ash/Craft Industries	E10. Nada Kozjek
E3. Ashtabula County Covered Bridge Festival	E11. Savvy Sisters with Paparazzi Accessories
E4. WKKY 104.7 FM	E12. Timothy Bucci
E5. Raymond Builders Supply	E13. Signature Home Styles
E6. For the Health of It	E14. Dragon's Den Woodcarving
E7. Party Lite	E15. Kelly's Korner
E8. Thirty-One Gifts	E16. Pam's Candy
	E17. UH Geneva & Conneaut Medical Center

Ziegler Heating ready to answer HVAC questions

BY SHELLEY TERRY
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ASHTABULA TOWNSHIP — For the fourth year in a row, Ziegler Heating Co. in Saybrook Township will have a booth at the Home Show to offer advice about upgrading furnaces and air conditioning.

“Stop by and say ‘hi’ and sign up for a chance to win a \$100 Visa gift card,” said Tim Volpone, president. “We

will also have an extra show special going on, so stop by the booth and find out what it is.”

Ziegler Heating Co. is a family-owned business founded by Henry J. Ziegler in 1939. In the fall of 1980, Dominic Volpone purchased the business from Jack Ziegler, Henry’s son. Today the business is owned and operated by Dominic’s sons.

Since 1939, Ziegler has been providing HVAC service and in-



WARREN DILLAWAY | STAR BEACON

The Ziegler Heating Co. is a scheduled vendor at the Ashtabula County Home Show March 9-11 at Ashtabula Towne Square.

stallation for residential and commercial customers.

“Today’s furnaces

and air conditioners are much more efficient and they have changed physically,” Tim Vol-

pone said.

“The furnaces are smaller while the air conditioners have a tendency to be a bit larger.”

The thermostats also have changed, he said.

There are now Wi-Fi thermostats, “smart” thermostats and thermostats that communicate with the furnace and air conditioners.

“When purchasing a furnace and air conditioner today, the decisions of what to choose

from can be overwhelming at times,” he said.

“All of our sales staff have been trained to know the differences between the manufacturers as well as the differences between the units within the same manufacturer. We also design your comfort system around you and your budget.”

Volpone said financing is available on all equipment purchases.

For more information, call 440-357-5881.

WSA Weather Sealco is a Home Show mainstay

BY MARK TODD
mtodd@starbeacon.com

ASHTABULA — The Ashtabula County Home Show doubles as a happy homecoming of sorts for Weather Sealco (WSA Inc.), a home improvement mainstay in Ashtabula County for more than 70 years.

“(The show) is a great time to catch up with customers,” said John T. Hogan, sales

representative for the company, located at 4707 State Road. “It’s a chance to see our customers.”

Weather Sealco has been a regular at the Home Show for many years, Hogan said.

“We’ve been with it since it started,” he said.

At this time of year, many county residents are itching to consider home fix-up projects, Hogan said.

“We consider the Show the start of our selling season,” Hogan said. “When some people go through a bad winter like this, they realize they need our products. The Show gives us a jump on our season.”

Installation work begins as soon as weather permits, usually by late March or April, he said.

Weather Sealco had its beginnings in 1941, according to the com-

pany’s website. Weather-Sealco of Ashtabula started as a division of Crandall Supply.

Arthur J. Hogan bought a Weather-Sealco franchise in 1945 and expanded the product line to include aluminum siding, awnings, patio tops and railings. In 1971, Thomas H. Hogan — Arthur’s son — became owner, a position he holds today.

Twelve years later, the company was incorpo-

rated as W.S.A. Inc., and has grown to become a leader among regional home improvement dealers.

“We’ve been here 77 years and primarily do business in Ashtabula County,” John Hogan said.

“We’re well supported in the community because we sell high-quality products that last.”

Over the years, the product line has grown to include windows,

decks, railings, entry doors, storm doors, vinyl siding, awnings and sun rooms.

Windows are probably the business’ top product (and vinyl windows are overwhelmingly the top choice), followed by entry doors and storm doors, Hogan said.

Windows, in particular, are constantly evolving as ways to improve energy efficiency are discovered, he said.

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Raymond Builders Supply brings long-time experience

BY DAVE DELUCA

ddeluca@starbeacon.com

GENEVA — Raymond Builders Supply, at 4680 Route 20 (East Main) in Geneva is one of the oldest builders supply companies in northeastern Ohio.

Specializing in stone and masonry products, Pete and Gert Raymond started the business as just a cut stone dealer in 1946.

Its stock soon expanded and now includes brick, block and other

masonry items, pavers, retaining walls, steel products, pipe cement, flue liners, fire brick, fireplaces, gravel, sand and tools.

Raymond Builders Supply also sells masonry accessories and insulation. They also have a selection of digital catalogs that show products available, their uses and photos of how to apply the products to enhance the functionality and appearance of homes.

"We're a family-owned



WARREN DILLAWAY | STAR BEACON

Raymond Builders Supply Co. is a scheduled vendor at the Ashtabula County Home Show.

and operated business," said owner Willard Raymond. "That includes me, my nephew Greg Wright and his wife, Kim."

Raymond Builders

Supply currently has the largest brick selection in northeastern Ohio and represents 18 brick manufacturers from around the country. It has more than 1

million bricks in stock.

Cultured (veneered) stone, landscaping stone, patio stone, heritage stone and El Dorado stone are some of the many stone products featured at Raymond Builders Supply.

"Some of our best sellers include veneered stone, hard scape products, concrete block and aggregate," he said.

He said Raymond Builders Supply started Raymond Rental Company last year — one of the few such rental

places in the county.

"Our rental equipment is all new," he said. "We rent mostly Bobcat skid loaders and mini-excavators."

This is the first year Raymond Builders Supply has participated in the Home Show, organizer Bob Schultz said.

Raymond said he hoped visitors would come and check out the hardscape display.

"It's a very nice display and shows what we do quite well," he said.

Crawford Insurance makes home show debut

BY DAVE DELUCA

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GENEVA — The Crawford Insurance Agency, at 55 S. Forest St. in Geneva, is one of northeastern Ohio's largest and oldest insurance agencies but is making its Home Show debut this year.

Started in 1943 by Andrew Crawford Jr., the agency specializes in all types of insurance.

Andrew Crawford's sons James and Terry were important in the creation of the agency. James' step son Michael Goddard joined the staff in 1990. He serves as vice president of

the corporation and is currently in charge of the agency's day-to-day operations.

"We have a fairly large staff," said Goddard. "We have 10 fully-licensed agents."

He said the Crawford Insurance Agency handles home, auto, life, small, medium and large business, farm, boat, motorcycle, ATV, RV, mobile home, rental

property and vacant property insurance accounts.

"We are an independent insurance agency," Goddard said. "There are a lot of agencies out there with the same name, but we are not a chain. We are independent and family owned."

He said this was the first year Crawford Insurance had a spot

at the Home Show. He said Crawford Insurance realized the show was geared toward home improvement, but insurance was important to homeowners and could be advertised there.

"We wanted to keep our name out there," he said. "Homeowners need home insurance, car insurance, insurance of all kinds. We wanted

a bit more visibility in the county."

He said some of the companies Crawford deals with include Cincinnati, Progressive, Grange, Safeco, Western Reserve, Philadelphia and others.

"We are emphasizing promoting the Cincinnati Insurance Company at the Home Show," he said. "But we are actively promoting all our insurance companies."

He said they pride themselves on customer service.

"When you call us, you still talk to a person," Goddard said.

He said the Crawford Insurance Agency is involved with community activities and events in Geneva.

"We're very community engaged," he said.

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EXPECT: Home Show has 62 vendors and still adding to lineup

FROM PAGE 3

Realtors, which haven't been part of the home show before, and finance companies and lenders such as Andover Bank and Top Flite Financial, which Schultz said offers "some great opportunities" on home loans.

Lowe's and Home Depot will be back at the show this year after being absent in the past, with some of highlights among new vendors being Cutco Cutlery out of Olean, New York and Raymond Builders Supply out of Geneva.

Returning local vendors include Canters Classic Lawn Care, Ziegler Heating Company, Cherry Valley Furniture, Weather Sealco, Shepp Electric and more.

Crafters have become a staple of the Home Show lineup as well, with vendors including Party Lite, Thirty-One Gifts, Dragons Den Woodcarving and Pam's Candy Creations, among others.

Nonprofits and service agencies will be on hand as well to connect with county residents. The Ashtabula



WARREN DILLAWAY | STAR BEACON

Juanita Heinebaugh, of Geneva, checks out windows at the Weather Sealco booth during a past Ashtabula County Home Show at Ashtabula Towne Square.

County Covered Bridge Festival, American Can-

cer Society, Ashtabula County Community Ac-

tion, A-Tech and more will have booths to distribute information and answer any questions about services available.

The weekend weather will be in the upper-30s, making the home show a perfect place to get out of the house — but still keep warm — and plan for those spring projects.

The event also features plenty of raffles and door prizes, including Chamber gift baskets and gift certificates and coupons for different vendors and mall businesses. Schultz also said they

bought 100 potted plants from Ash/Craft and will be raffling those off as well.

In addition to prizes, Schultz said the vendors and stores at the mall will have specials running all weekend.

Overall, he said one of the Home Show's biggest selling points is a chance to engage and work with many local vendors all in one place.

"We're pushing 'come on out and support local business.' People want to support local business and what a better way to do it," he said.

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