

## Soft Treatments by Richards

Did you know Richards carries custom soft treatments too? Soft treatments are draperies, upholstered cornices, valances, and roman shades. We offer a beautiful selection of semi-custom treatments by B & W Window Fashions. This collection features 7 shade styles, 11 drapery panel designs, and 34 top treatment options (valances and cornices)! Of course there are a ton of different fabric and trim options and C.O.M. fabrication (using your fabric on their design). This is the first collection I show anyone interested in soft treatments. We also offer complete custom service through a local seamstress using your fabric or one of the fabric lines we carry in-house. Richards carries Robert Allen, Kravet, Carole Fabrics, and Kashmir Fabrics. We also carry custom drapery hardware (rods, decorative finials etc.). Stop into our showroom to browse through our fabrics and start your decorating project today!



*Thank you for the kind words...*

"Frank did a great job. What a difference between the ProVia door and the original door from the builder. Thank you for bringing in our shower unit through the patio door opening! Thanks again."

**Pete & Julie H. of Riegelsville**

"We are very pleased with the services Richards provided. Their advice, father and son, was just what we had been searching for. We will highly recommend Richards!"

**Mr. & Mrs. Antonius S. of Bangor**

"Awesome product, start to finish. Installers Frank & sons did quality work. Looks great! Will use Penn in the future. Thanks."

**Jim H. of Allentown**

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We Specialize in . . .

## Refer A Friend



**If you refer someone (friend, co-worker, relative, neighbor) and they choose us to do their project we'll send you a \$50 Visa gift card!**

**We appreciate your business!**

**610-433-4196**



Visit our showroom at  
**1518 Union Blvd. in Allentown**  
Showroom hours:  
Monday — Friday 8 - 5 and Saturday 10 - 2



# Our Windows and Doors

Penn Windows, Doors & Siding offers energy efficient, easy to maintain, professionally installed vinyl windows and steel and fiberglass entry doors. You have a lot of options when looking to save money on energy and make your home more comfortable! There are so many brands, materials and manufacturers; where do you start? Here at Penn Windows, we take the time to research and monitor new developments in energy efficient products. There is always something new and exciting or more efficient being developed and we want to have the best options available for our customers!

Penn Windows, Doors & Siding carries several window manufacturers in order to give our customers style, glass and color options. One size does NOT fit all! This is unique in our industry – most window companies carry only one manufacturer. This allows us to truly tailor your windows to your home's décor and budget. We carry Sunrise Windows (Vanguard, Sunrise & Essential lines), OKNA Windows (Precision Weld and Enviro-Star lines), Ideal Windows (Lifescapes and DuraWeld II lines) as well as windows by Vista Windows, Soft Lite, & Alside. We're like a window super store! Every window company offers slightly different options, so Rick works hard to determine exactly what you're looking for from your windows and shows you your options based on that information. Windows start around \$475 installed. We carry all types of windows through these manufacturers: double hung, sliding, casement, awning, hopper, bay & bow, specialty shape (arches and trapezoids etc.) and combination windows. Window manufacturers also make sliding patio doors. Our current patio door

options are through Sunrise and OKNA (starting around \$1600).

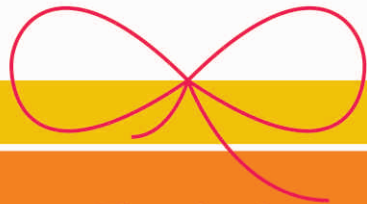
We also carry custom exterior steel and fiberglass entry doors. Now we don't carry a lot of different door brands because past experience has narrowed our options of high quality doors. We absolutely love ProVia Doors – our main door company. They are, by far, the best made doors on the market today. They offer a great selection of styles and options and stand behind their doors with a lifetime warranty and 7 Year Finish Warranty (which is incredibly long for paint & stain guarantees!). ProVia doors can start as low as \$1,200 installed. However, there are times when we need a "good" door for a garage or a back door; something that has a good warranty and a smaller price tag. For these situations we carry the Home Guard series of steel and fiberglass doors. This is still a much better door than ones offered by home stores and lumber yards, plus it can be custom sized and offers great styles and colors. Home Guard doors start around \$900 installed. Both door manufacturers offer sidelites and transoms as well, so we can do your whole door system. We only carry ProVia brand storm doors because nothing else compares. ProVia offers 5 lines of storm doors and plenty of style, color and hardware options. Storm doors run anywhere from \$650 - \$1,400 installed.

For more information on any of these products, or to schedule a free in-home consultation to discuss your project, please call Penn Windows, Doors & Siding at 610-433-4196.



[www.pennwindows.com](http://www.pennwindows.com)

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the

Season

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**\$100/unit Skyline Gliding Window Panels**

**\$100/unit Vignette Traversed with VertiGlide**

**\$50/unit Pirouette**

**\$50/unit Silhouette**

**\$40/unit Vignette Modern Roman Shades**

**\$25/unit Duette Architella**

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Valid September 13 thru December 12, 2011. No minimum or maximum purchase required!

**You can combine rebate and FREE lift systems to maximize your savings!**

\*Manufacturer's rebate offer valid for purchases made between 9/13/11 – 12/12/11. Free Lift System upgrade valid until 11/30/11. Limitations and restrictions apply. All rebates will be issued in U.S. dollars, in the form of an American Express® Prepaid Reward Card. ©2011 Hunter Douglas. ® and TM are trademarks of Hunter Douglas.

# News from Home



## Solving a gravy problem

Homemade gravy can be a treat but getting it just right is tricky. Try one of these fixes:

- If it's too thin: Simmer until liquid is reduced or dissolve 1 1/2 tablespoons flour or 1 tablespoon of cornstarch in a little cold water and add to the mix.
- If it's too thick: Thin with a little water or stock. Thin white gravy with milk.
- If it gets lumpy: Usually caused by adding flour or cornstarch to a hot mix. Now you have to strain it through a sieve.



- If it lacks flavor: Add salt and pepper, more pan drippings, a little red wine, or some bouillon crystals. Don't add salt if you use bouillon since it already contains salt.

## Fix sink chips, stains

White porcelain sinks that are chipped or stained can be repaired. For a dark surface stain on a sink or counter top, try sanding with the finest grain sandpaper you can find. Be careful not to sand through to the dark metal undersurface of a sink.

Repair kits for chips are available at home centers and come in white and colors. They are not recommended for areas that are continually exposed to water, such as the area around the drain or the faucet base.

## Save steps

Most people ask that everyone put their shoes, hats, backpacks, and the like into their bedrooms. Unfortunately, it doesn't consistently happen. The answer could lie in keeping things where they are used.

If you have a mud room or back hall, have kids put shoes and backpacks there. Debbie Williams, author of Home Management 101 suggests a colored open tub for each kid. If they want to draw or do their homework in the kitchen, have a special drawer for materials they use. Keep things available for the next use.

# Sugar vs Corn Syrup

## Is there a difference or isn't there?

A growing number of restaurants are retooling their recipes in order to replace ingredients containing high-fructose corn syrup (HFCS). The Mayo Clinic says table sugar and HFCS are chemically similar, but some researchers believe the body reacts differently to the corn syrup. In an Environmental Health study, some HFCS samples contained small amounts of potentially harmful mercury. That study was done in 2008, and most HFCS formulas have changed since then. But some HFCS is made outside the U.S. Many food and drink makers are taking no chances. In the last two years, brands from Wheat Thins to Pepsi have introduced new recipes or products with sugar instead of HFCS. One thing

no one questions: both HFCS and sugar have the same number of calories. If you're gaining weight, switching to products containing table sugar won't help.



# Air Travel Evolves

## New plan will speed frequent fliers through security

The Transportation Security Administration is working on a system that would let "trusted travelers" keep their shoes on, leave laptops in bags and avoid body scanners entirely. It's one of the best improvements at the airport since 2001.

The TSA would identify trusted travelers and indicate their status with a bar code on their boarding passes. When the boarding pass and valid identification are presented at a security checkpoint, a trusted flier will be directed to the expedited screening line. The TSA says it will focus more on people they know nothing about. A plan to give pilots and flight attendants separate screening without body scanners or pat-downs is in place.



## Add-ons continue to grow

Faced with high fuel prices and pressure to hold down airfares, airline revenue from add-ons was almost \$22 billion last year. The 47 largest airlines, which account for half of all revenues, reported extra fees were up 38 percent last year.

# Company Update

I'd like to thank customers and friends who have "liked" our pages on facebook! I post daily information on products and sales for both companies. To find our page, simply type in Penn Windows, Doors & Siding or Richards Hunter Douglas Gallery in the "search" field. Like our pages for special offers and promotions. We also have a blog for Penn Windows on our website. (Look on our home page at pennwindows.com – the blog button is at the bottom of the menu bar on the left.) Comment and ask questions – I'm here to help!

Next month we'll be featuring the new Hunter Douglas Fall releases. I've previewed all of the enhancements and new products . . . VERY exciting! If you want to see what's coming before the next newsletter check us out on facebook! Don't forget the fall promotion "Celebrate the Season!" These are rebates from Hunter Douglas on their most popular shades. This promotion runs until December 12, 2011.

I love getting feedback on this newsletter (facebook and blog entries too!). Several times a month a customer calls or stops in to tell me how much they enjoy our little publication and it makes my day! If you have any topics you'd like me to cover, or any suggestions for how we can make any of our services better – don't hesitate to call or email me at erin@pennwindows.com.



Rick Jr., Erin and Rick Sr.

We want to make sure we're doing everything we can to keep our customers happy and coming back!

See you next month!

*Erin Duffield*

## Let's Welcome these new clients into our "family":

John & Nancy Civitts, Cheryl Domzalski, Gary & Rosalie Toth, Maria & Antonius Seesink, Dave Snyder, John & Tracy Rolles, Louise Lueck, Barbara Schindler, Tom & Regina Schaeffer, Marcus Family Chiropractic, Richard & Melinda Williams, Jennifer Chuss, Anna & John Skrapits

## We'd also like to thank our returning customers:

Jack & Ellie Trumbore, Stephen & Linda Kloss, Lehigh Valley Technical Associates, Michael & Nicole Dorio, Bonnie & Barry Dorney, Helen Suda, Andrea Engmark, Michele Helm, Josphine Ronca, Grace & Frank Stettner, Scott Fogel, Jason & Britany Enelow, Judy & Anthony Krasnicke

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

# Technology and You

## Stores move to QR codes, but people don't know why, or what they are!

Those square, futuristic-looking matrixes are popping up everywhere. They look like abstract art, but they have a much more serious role to play. You may also see them in newspaper and magazine ads, on product displays, price tags and For Sale signs in front of homes. They are quick response codes, QRs for short. They can be scanned with your smartphone or tablet computer. When you scan it, you get certain information. For example, scan a QR on your plane ticket, and you'll find out if the plane is on time. The QRs are one of the new tools retailers and companies are using to connect customers.



The industry's leading code maker says they now making 2 million a month, which is about double their production last year. Advertisers love them because they're cheap, easy to deploy and can be placed anywhere from a print ad to a price tag or to a billboard.

Macy's has QRs displayed throughout its store, along with signs giving step-by-step instructions on how they're used. More retail companies are moving to QRs every day. At Home Depot, customers get immediate access to videos telling them how to use the product they are purchasing. Miller Beer put a QR on Lite Beer cans for a special promotion. According to USA Today, by the end of 2012, half of all Americans will own a smartphone. But a study by Forrester Research shows that, right now, only 5 percent of all smartphone users have ever scanned a QR. You can even create your own QR on the Web. Many websites offer the service. Search for 'create QR' on any search engine.

## 3 Minutes lost

Daytime continues to be longer than nighttime until after the September equinox, which is always between September 22-24, the beginning of autumn. The word "equinox" means "equal night" and refers to when the sun crosses the equator. Days are shortened by three minutes per day, resulting in a half-hour per week.



# Flashing left-turn signals move traffic

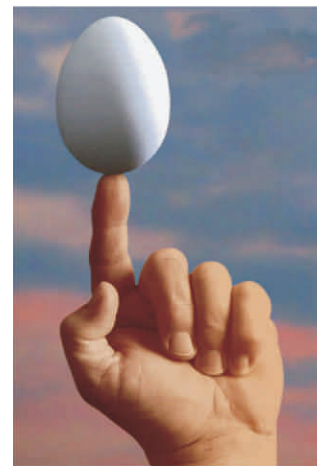
Intersections with a separate left-turn light slow traffic flow, according to the Federal Highway Administration. They're not the only ones who think so. Motorists who wait a long time to turn left become aggravated. Some companies, like UPS, give drivers instructions on how to avoid a left turn entirely. Besides taking up a lot of a driver's time, and reducing traffic flow, separate left turn signals burn fuel as drivers wait for each light to change. One solution: adding a flashing yellow arrow to traffic lights. It is being used at more than 1,000 intersections, and that number is rising. The flashing signals allow drivers to make a left turn after yielding, even when the light is red for traffic going straight and cross traffic has a green light. The flashing signal allows them to turn left when it's safe to do so. Researchers at the University of Wisconsin say almost every state is considering the flasher or has implemented it. The flashing yellow is



easily understood as meaning "look for and yield for oncoming traffic before you turn left." At intersections where yellow flashers with the left-turn arrow have been installed, the number of accidents has been reduced. The Kentucky Transportation Cabinet says it's early for a thorough evaluation of traffic flow and accidents, but so far, there has been about a 30 percent reduction in left-turn accidents. Flashing yellows are now in use at some intersections in San Antonio, Minneapolis, St. Paul, Seattle and Detroit, among other cities. The flashing yellow arrow signal is now the standard for intersections in states including Florida, Oregon and Minnesota. In one Oregon county, the signal was removed because accidents increased.

## Not that much balance

The September equinox is a time of balance when day and night are supposedly exactly equal. According to an old myth, by some mystical force, you can balance eggs within a few hours before or after the exact time of the equinox.



## Senior Scene

### AARP changes position on social security



When talks about Social Security benefits come up again in Congress, the American Association of Retired Persons will be in a better position to speak for seniors.

The powerful group lobbying for older Americans is dropping its longstanding opposition to changing Social Security benefits. Commenting on the shift, AARP's policy chief, John Rother, said, "Our goal is to limit any changes in benefits, but we also want to see the system made solvent." In May, projections from the Social Security Administration indicated that, at the current rate, the program's trust funds will be exhausted by 2036.

Quoted in The New York Times, Rother made clear the group's willingness to discuss cuts that are "minimal."

**They should not affect current recipients.**

### Older personal trainers are in demand

One man who wanted a career change at age 57 found it as a personal trainer. Now 62, he says most of the clients he sees at the gym are over 50 and want to lose weight. Some have health challenges, such as high blood pressure. To qualify as a trainer, he spent six months studying an online course and preparing for an ACE-certified exam by the American Council on Exercise. There is a big demand for trainers who can relate to older adults in the gym. At last year's annual Personal Trainer Institute, more than 41 percent of participants were between 45 and 64.

### Good posture eases pain

Straighten up! A study published in the Journal of the American Geriatrics Society shows that people who hunched had a mortality rate 1.44 times higher than those with better postures.

Those with bad posture are also more likely to fall. Studies show more falling related to the degree of forward head posture.



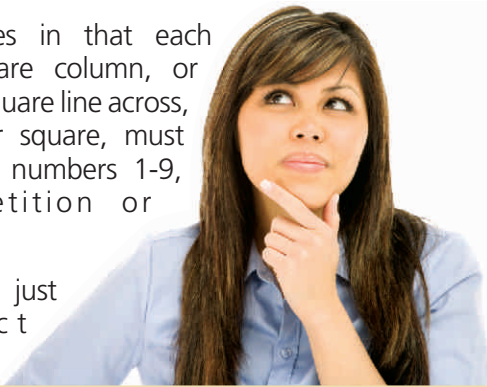
# Sudoku

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

The rules of the game are simple: each of the nine blocks must contain all the numbers 1-9 within its squares. Each number can only appear once in a row, column or box.

The difficulty lies in that each vertical nine-square column, or horizontal nine-square line across, within the larger square, must also contain the numbers 1-9, without repetition or omission.

Every puzzle has just one correct solution.

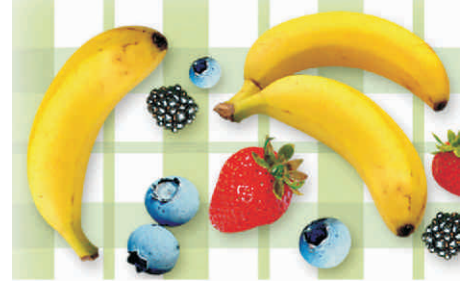


# Health in the News

## The wholefood story

Why is the whole orange better for you than its juice, or the whole apple better than apple sauce? Because whole foods contain a food matrix in which all of the components work together. That means you can absorb all the individual nutrients better.

Whole grains are a good example. Scientists have found that natural phytonutrients are embedded in the fiber matrix of the grain. They can help lower your risk of heart disease, type 2 diabetes and certain types of cancer, according to New York-Presbyterian/Weill Cornell Medical College.



## Insurers now cover the cost of immunizations

Beginning this year, health insurers must cover 100 percent of the cost of 10 vaccines recommended for adults by the Centers For Disease Control and Prevention (some existing plans are exempt).

Adults often miss immunizations that can help keep them healthy. Shots you might need include those for influenza, pneumonia, the booster shot for tetanus, pertussis and diphtheria, and the shot for shingles if you are age 60 or older.

For a list of covered vaccines, visit [cdc.gov/vaccines](http://cdc.gov/vaccines).

## Homemade Catsup

16 cups tomatoes, peeled & chopped

3 white onions, chopped

1 cup vinegar

1 clove garlic, chopped

½ cup brown sugar.

1½ teaspoons ground mace

1½ teaspoons pepper

1½ teaspoons ground cloves

1½ teaspoons celery salt

1 tablespoon salt

½ teaspoon Tabasco sauce (optional)

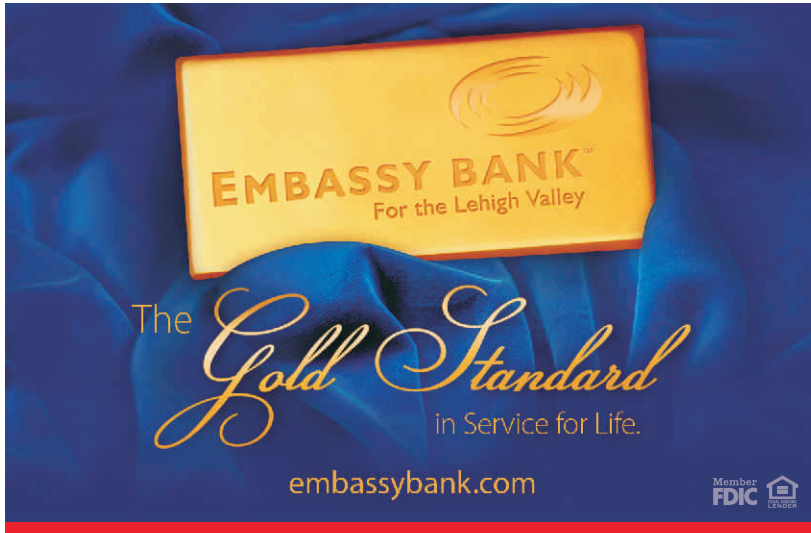
Combine all ingredients in a large, uncovered pot and simmer until thick, about 3 hours. Stir frequently to break up tomatoes and avoid burning, and adjust seasonings as desired. Cool and purée in a blender or food processor. Pour into sterilized jars and seal!

Yields about 9 pints



# Local Business Spotlight

Local businesses that help the Allentown-area economy prosper



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PA023455

## "Greetings from Bethlehem"

A history of Bethlehem revisited through postcard images from the Collection of Bill Weiner



Photo courtesy of the Bill Weiner Collection of the Moravian Book Shop in 1905.

## all eyes on the bride

Look simply **radiant** for your **wedding day**. Schedule a **free makeover**. Invite your bridesmaids. Your mom. I can even help with **great gifts** for your wedding party. Call me today.

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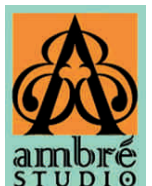
An anthology of historic images circa 1900's to 1940's, from the postcard collection of entrepreneur, historian, and author, Bill Weiner, framed and matted prints, as well as postcards, and newly published Arcadia Postcard book available for sale.

Currently on display through September 30, 2011.  
Hours: Wed., Thurs., & Fri 10 am – 6pm or by appointment.

Join us on September 17th, 2011 7pm – 9pm, for Ambre Studio's annual A. W. Leh 163rd Birthday Party with special guest Bill Weiner for book signing.

Please RSVP to [eb@ambrestudio.com](mailto:eb@ambrestudio.com) or give us a call.

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# Home & family NEWS

"News You Can Use Around Your House"

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- Huper Optik window film
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