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March 2015

Local news for the people, by the people



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Photo: Monica Kollinsky

Amazing Sea Turtles

By Vincent Paez

Sea Turtles have been around for many thousands of years. They spend most of their time in tropical climates and are the subject of great entertainment in marine parks and zoos. Female sea turtles have an uncanny ability to return to their birthplace to lay their own eggs.

...That absolutely fascinates me. I'm not a marine biologist, but I take great interest in the marine world around us. Having lived in Florida and spent time in Ocean City for many years, I gravitate towards lessons about dolphins, fish, and sea turtles. Sharks I'm not so crazy about. In West Palm Beach, we pay special attention to Loggerheads and Leatherback turtles, which come ashore and lay their eggs from March to October.

As a marine lay person, I can only wonder how in the world the sea turtles navigate their way back to the place of their birth. The species is thousands

of years old, so they aren't using GPS's. They have no iPhone apps. How in the world do they find their way back? Are they smarter than we know and have internal sextants? Do they navigate the stars? I leave it to the scientists to answer this question and leave myself to the beautiful wonder of this amazing marine creature.

A favorite pastime in Florida is to take a long walk on the beach and try to catch a female sea turtle "in the act" of laying her eggs. Many of my friends have successfully witnessed this glorious phenomenon. I have not been so lucky. Most of the time, I go out on the beach the day after and see the tracks of the sea turtle in the sand, the protective nest mound of sand left behind, and the yellow staked off protective lines around the nest, which were set by volunteers at dawn.

Fortunately, I have been witness to another phase of this miracle, the hatch-

ing of the baby sea turtles and their journey from the nest to the ocean. I arrived on the beach late one morning with the intention of reading a good book and swimming in the aqua-blue ocean. Suddenly, a bunch of beach goers started to crowd around one of the sea turtle nests. I went over to see what the commotion was about and saw tiny turtles, about the size of half-dollar coins, struggling through the sand and proceeding on top of the sand towards the water. What a miraculous sight it was. I must have counted about fifty (VERIFY) tiny turtles. Each one appeared from the nest and made supernatural efforts to climb over the many mounds of sand, hoping not to get picked off by a passing sea gull. The beach goers made an all-out effort to help the tiny creatures. The people made pathways in the sand ahead of the turtles, making it easier for them to use their tiny flippers and propel themselves

to the sea. It became the crowd's main objective of the day to ensure that all the turtles made it to the sea. Yet, nobody actually picked up a baby turtle. Everyone wanted nature to take its course (with a little help).

Within fifteen minutes, the entire beach population formed a protective gauntlet for the mini creatures to get to the beach one by one. Some made it easily down the sand to the breaking waves. Others became exhausted and needed to rest for a while before continuing their journey. All the baby turtles which surfaced on the sand made it to the sea. Once in the waves, they instinctively made their way out until we could not see them anymore. We all knew that many of them would be back someday to lay their own eggs. And so we all waved good-bye and yelled out "See you when you come back!" Yes, it was goofy, but it was also so much fun.

Mixed Signals: Two Disastrous Train Wrecks in Sussex County

By Sandie Gerken

1904 Laurel Train Collides with Boat

A rare and unusual catastrophe occurred on June 20, 1904 in Laurel when a train bound for Norfolk plunged onto a schooner loaded with lumber that was passing through an open swing drawbridge over Broad Creek. Wilmington

A Norfolk Express engine was pulling a passenger train on the Delaware line of the Philadelphia, Baltimore and Washington Railroad, part of the Pennsylvania Railroad system. Having left Wilmington about 8:28 a.m., the train approached the bridge in Laurel at about 11:00. The engineer, William E. County, of Philadelphia, failed to see a warning signal when rounding a curve and plowed through the draw at the same time that the schooner, the "Golden Gate" passed under the open bridge.

Approximately two hundred passengers were aboard the train when the accident occurred, but were saved from harm when quick thinking heroism by the baggage master named Sammons led him to crawl under the moving train and uncouple the passenger cars.

The crew of the "Golden Gate" jumped into the river and swam ashore. The schooner was

a total loss. It is not known if this vessel still rests at the bottom of Broad Creek.

The engine of the Norfolk Express landed directly onto the vessel with the tender precariously balanced at the edge of the bridge. The engineer, William County was trapped under the engine and died there. His Delaware Death Certificate notes the cause of death as "Came to his death by falling into Laurel River with Engine." He was 35 years old and from Philadelphia, PA.

The P.B. & W. Railroad sent two large steam cranes to Broad Creek to lift the damaged engine from atop the ruined schooner. At least three photographs are known to exist showing this event. The photo shown here was taken by local photographer, A.H. Waller. Note the boat's masts, the tall poles in the foreground. The roof of the cab of the locomotive is visible to the right at left of stone pier.

The schooner was demolished, but,

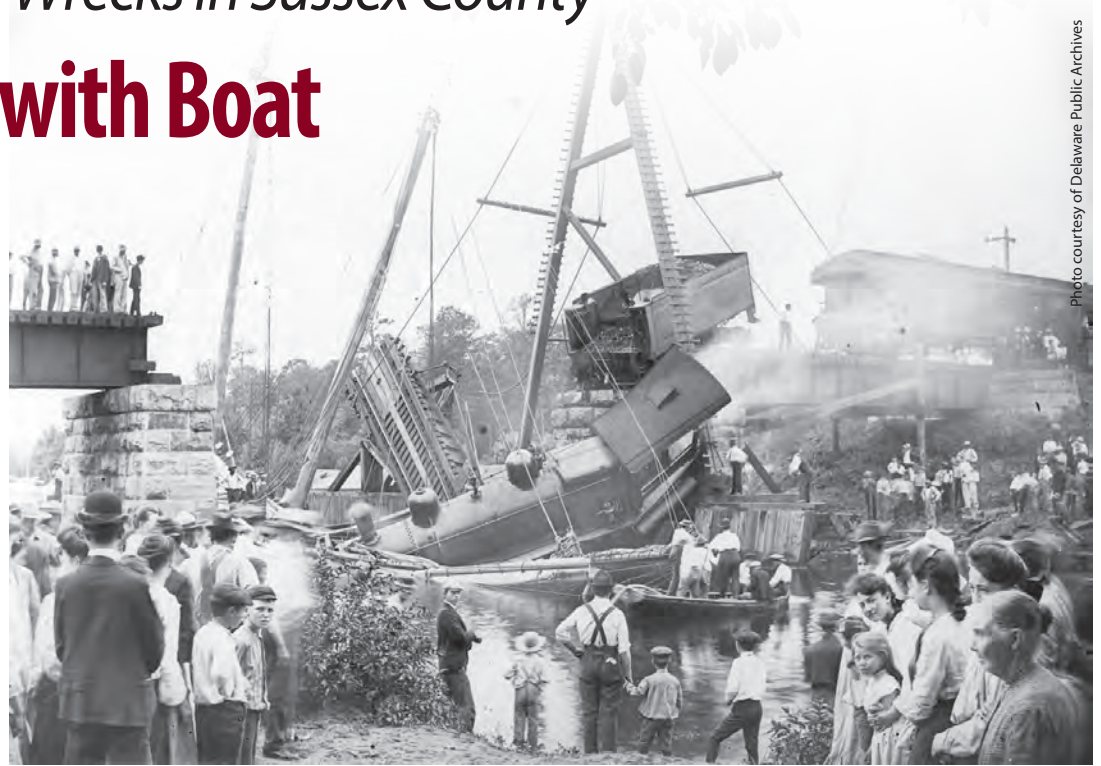


Photo courtesy of Delaware Public Archives

amazingly, the Norfolk Express engine was salvaged, repaired, and later put back into service.

Ironically, engineer County, who was killed, had recently replaced a previous engineer on this line named Penn Cooper, who lost his own life in a train wreck a short time before. Cooper's passenger train collided with a freight train near Farnhurst, Delaware. He

was burned to death and the train's firemen and several passengers were slightly injured.

There have been many other train wrecks in Sussex County and in Delaware throughout the history of the railroad, but this accident still remains one of the very few "Sail vs. Rail" collisions ever recorded.

1909 Delmar Train Collision

Another freakish accident occurred about 3:00 a.m. on February 22, 1909 near the Delmar Train Station when Norfolk express train No. 49, loaded with passengers en route from Philadelphia to Norfolk, collided with two engines that were stopped on the main track. The passenger train had been one of several trainloads of people heading to greet the "Great White Fleet," a naval squadron of ships returning from a world tour. The fleet of 16 battleships with 14,000 sailors had been sent on a fourteen month voyage by President Theodore Roosevelt as a show of U.S.

military might and power.

Some accounts of the disastrous collision state the stalled engines were on the main track just 300 yards from the station for unknown reasons. Other accounts state the locomotives were waiting to take the train on its last leg of its journey and should have been waiting on a side track. One account surmised that one of the engines had a broken axle and had yet to be moved away. At any rate, there was no warning for No. 49's engineer, Benjamin B. Ewing as his train carrying numerous sleeping passengers barreled through a thick fog. Ewing saw the stalled engines too late to stop. Even as he applied emergency brakes, the train plowed into the rear engine. Immediately, the tender car, the mail and baggage cars crumpled forward into the engine, taking the brunt of the crash from the heavy passenger cars.

Hot coals from the locomotives immediately sparked a fire which quickly became an inferno when gas tanks providing gas lights for the cars exploded. There was no escape for seven crew members trapped in the

wrecked cars and they burned to death. The 3 passenger day cars and 6 Pullman sleeper cars remained on the tracks and were pulled from danger by coupling an engine to the rear of the Pullmans.

Firemen from Delmar and Salisbury rushed to the site, but the flames were not extinguished until about 9:00 a.m. Local physicians were called, but it was impossible to reach the victims until the fire was controlled and the seven trapped men perished.

Identification of victims was difficult as they were unrecognizably burned, but the seven men were: **GEORGE DAVIS**, engineer from Seaford, DE; **J.D. McCREADY**, baggagemaster from Wilmington, DE; **H. L. WILHELM**, mail weighman from New Castle, DE; **J.W. WOOD**, mail clerk from Wilmington, DE; **OLIVER PERRY**,



Above: Photo of Princess Trixie from Autobiography, Delmar Station Postcard in public domain, Wikimedia. Top: Article insert from www.delmarhistory.wordpress, also available at www.newspapers.



Author, **Sandie Gerken** lives in Dagsboro, DE. As a native Sussex Countian, local history is one of her passions. Retired now, she devotes her time to genealogy research (her greatest passion since 1978), watercolor painting, grandchildren, soccer for kids with disabilities, books, and things creative and historical. She recently authored the book *Memories of the Clayton Theatre* as a fundraiser to help the Clayton go digital. She is now exploring her writing skills with local history articles for *High Tide News*.

High Tide News

Local news for the people, by the people

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<http://www.hightidenews.com/subscribe.html>

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express messenger from Philadelphia, PA; **W.T. COCHRAN**, mail clerk from Philadelphia, PA; and **R.M. DAVIS**, mail clerk from Philadelphia, PA

In the baggage car were trained animals traveling to Norfolk for a performance on the Keith Vaudeville circuit. Along with trained dogs and monkeys was the world famous educated horse, Princess Trixie. Trixie was a 20 year old white Arabian horse owned by W. Harrison Barnes and was wildly famous in travelling vaudeville shows all over the USA and in Europe. She had a rare intelligence, could count, pick out notes to a song on chimes, spell, pick out colors, and operate a cash register. Worth about \$100,000, she burned to death with the other animals. Her trainer, Lewis Brockway who was traveling with her in the baggage car was trapped underneath the horse. Charles H. Smith, of Delmar hacked into the burning car and pulled the trainer from under Princess Trixie just before the explosion. Brockway was unconscious, but taken to a hospital in Salisbury, MD where he eventually recovered. A newspaper account of 1909 stated that Princess Trixie was buried on railroad property near the wreck site. It reported that the horse's owner, Mr. Barnes was raising \$50,000 for a monument to be placed near Princess Trixie's grave.

This Delmar wreck is one of the worst railroad accidents ever in Sussex County history. As with the 1904 Laurel wreck, the Delmar collision was the tragic result of mixed signals.

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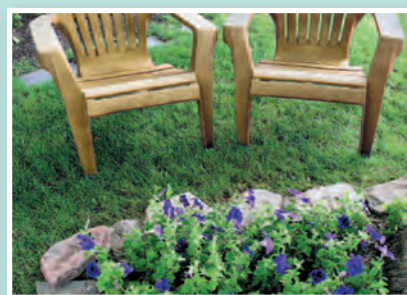
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Editor's note: We are honored to present this story for the successful, locally owned, state of the art, fitness center: RACC FITNESS.... the total family athletic club with the country club atmosphere! RACC had a story in High Tide News in October 2013...I am happy to present this update from owner, John Gilman. —Judy

RACC History

RACC opened on Nov 5th, 2013 in Roxana, DE. We are a fitness club and we make fitness *personal*. We are open 7 days a week:

Monday-Friday 6am to 9pm

Saturday and Sunday 7am-6pm

We always have a staff member available to help members with equipment and to answer any exercise or health question.

Focused on providing a Great Gym Environment

Since we opened we have been focused on providing a great gym environment for everyone to exercise. We are now offering one-on-one fitness instruction (personal training). We charge by a monthly flat rate to *keep the costs manageable* compared to other local gyms who charge by the hour or session. We

believe that if you want one-on-one instruction you should have as many sessions as you need and want to succeed and reach your goals.

Example—A prime example is our member, Steve, who is continuing his physical therapy rehab at RACC Fitness 6 days a week. He is 8 months post traumatic life event and improving everyday through every workout. What happens in the Health field is someone has an injury or illness and gets prescribed a certain amount of rehabilitation sessions. Then the client is discharged to resume normal duties. Sometimes they have the option to continue therapy but have to pay high co-pay fees. (point is you don't need aka physical therapy or you're not well enough to go back to gym and do a normal gym routine). This is where RACC Fitness is a perfect fit, with our environment, to continue your therapy with the one-on-one attention you need. —Post-Physical Therapy Rehabilitation Training
—Diabetes Management
—Obesity and Weight Management
—Youth Sport Specific Training

Great Moments

One of the great moments in the development of RACC was teaming up with one of our members, Teresa Shockley, for **Dewey Goes Pink 2014** and having 110 team members at the event. In just her first year forming a team it was the largest team

ever and close to 2x larger than the next biggest team. Our goal for 2015 is to get 200 team members for this specific event and help raise \$15,000 plus dollars to support local charities through their events. For other events and fund raising we have used our formation of our walking/running/biking club to do local events which usually occur about every 6 weeks. **For more information about the above events, call RACC Fitness at 302-436-7222.**

A Cut Above the Rest!

RACC was the recipient of the **Delmarva Media Group Readers Choice 2014 Silver Medal**.

What really sets RACC apart is the clean inviting atmosphere along with our *new state of the art cardio equipment*. All of our cardio equipment has its own high definition TV with 100 cable channels and also syncs up with any apple product to stream personal content for viewing.

We like to think we are providing locals a place to be comfortable while exercising compared to the typical hard core fitness gyms.

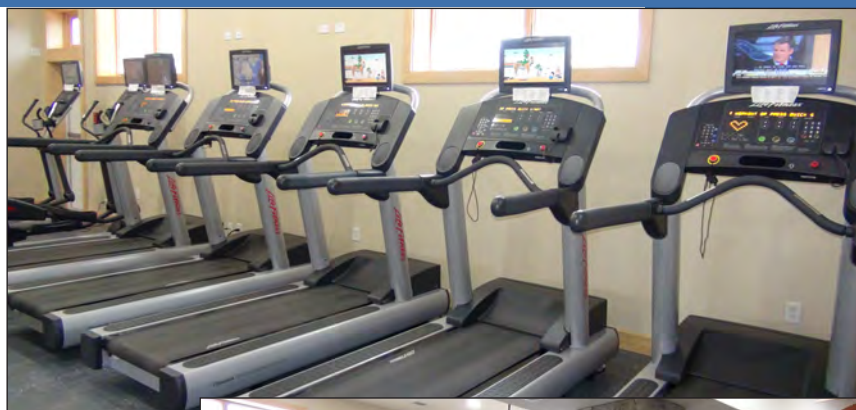
Coming Soon!

• Walking trail under construction and launching this spring

- Small Exercise class for small group or individual technology based streaming/video classes launching this spring
- Massage therapy launching this spring
- New Cardio Equipment called the Powermill (escalator type stepper machine)
- Adding a few more pieces to our current circuit weight machines.

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Be Healthy: Tips to prevent breast cancer

By Porselvi Chockalingam, MD, Tunnell Cancer Center



Porselvi Chockalingam, MD, known to her patients as Dr. Selvi, is Board Certified in Internal Medicine, Oncology and Hematology. She is Fellowship Trained in Oncology and Hematology. She sees patients at Tunnell Cancer Center at the Beebe Health Campus in Rehoboth Beach.

About 1 in 8 women will develop invasive breast cancer over the course of their lives. That's about 12 percent of all women. About 1 in 1,000 men will also develop breast cancer.

According to U.S. breast cancer statistics, besides skin cancer, breast cancer is the most commonly diagnosed cancer among American women. Just fewer than 30% of cancers in women are breast cancers.

Some breast cancers are inherited through the BRCA gene. Others are caused by various factors such as lack of exercise or diet. In these cases early detection could be the key to saving a life.

By finding cancers early, treatments can eradicate those mutations before they have time to spread.

In addition to regular self-breast-exams and mammograms, steps can be taken to reduce your risk

and prevent breast cancer.

Ways to reduce your risk for breast cancer:

- Eat a diet low in fat
- Reduce your lifetime weight gain
- Add intentional exercise to your day
- Avoid or limit your alcohol intake

Women who choose to breastfeed for several months may also get an added benefit of reducing breast cancer risk. In addition, women who do not use hormone therapy after menopause also reduce their risk.

Choose a diet that includes substantial amounts of vegetables, fruit, poultry, and fish.

Studies have not been able to conclusively show whether environmental factors such as estrogen-like chemicals found in some plastics or personal care products increase the risk of breast

cancer. Other ongoing inconclusive studies are looking at whether tight-fitting bras or antiperspirants increase breast cancer risk.

For now, we do know that the more active you are and the better diet you eat, the less risk you have for developing breast cancer.

Before deciding to make any changes, talk to your doctor to understand your risk for breast cancer.

While there are breast cancer risks we cannot change, including age, being female, having dense breasts, and a family history, there are ways we can work to reduce the risks we have control over such as alcohol use, diet, and activity levels.

Here at the Tunnell Cancer Center, we have the financial resources to pay for the diagnosis costs for breast cancer thanks

to Komen Philadelphia® grants for those who qualify. Those diagnosed with cancer can then become eligible for funds to pay for treatment under the state of Delaware Cancer Treatment Program. In addition, recent changes under the Affordable Care Act (ACA) have made mammography a free preventative service for most women.

For more information, go to www.beebehealthcare.org or call the Tunnell Cancer Center at (302) 645-3770.

A designated area is set up in the Information Center, Bethany-Fenwick Chamber of Commerce, on Coastal Highway in Fenwick Island which contains all *Primed for Maturity* members' information, making it a "one stop shop" for visitors who may be thinking about retiring to The Quiet Resorts, or find themselves caring for an elderly resident here. If you would like to learn more about *Primed for Maturity*, contact Sue Nilsson at the Bethany-Fenwick Chamber of Commerce: (302) 539-2100 x116.



MARKETING 101...

by Ron Ferrell

In the beginning was your dream... and your dream was good. After crossing all your "T"s and dotting all your "I"s your business was created.

Now it's time to **let everyone know** how good your business is. This is one thing you haven't thought much about and it is one of the most important parts of your dream. Without it your business won't make it.

Marketing your business is as important as your dream itself. There is only so much in your budget for marketing and if you're not careful you can easily buy the wrong kind.

Buying the wrong kind of advertising in the beginning of your business can bring

an end to your business.

Your goal for your business should be to become a household name or a local icon. Ever wonder why Coca-Cola or McDonalds **still spend millions** on advertising? Coca-Cola and McDonalds know the minute they stop marketing their names they start shrinking in size and profitability.

Sometimes older businesses can become burned out and lose interest in advertising ...thinking that because of the age of their business they no longer need to advertise. Marketing your business right in the beginning can insure success for your business. Here are a few do's and don'ts that I have learned over the last thirty years the hard way. **I know these few tips will help your business grow and allow you to increase your profits.** No

matter what size or how old your business is ...the rules are the same.

Your company's logo and colors should stay the same for the life of your business. This will be the least expensive and most effective ad you will ever have.

Television ads can be very expensive and have little

results because there are too many channels to chose from. I bet you've notice the gecko on Geico's television ad. That's because they can spend a lot of money on a lot of channels. If you can't afford a lot of channels, don't do it!

Radio advertising is also very expensive. It reaches an extensive audience. But can you afford to have your ad on often enough for listeners to remember it?

The internet has many ways to advertise for free ... YouTube, Linked In, Facebook, etc. Don't think that's all that you need. You have to advertise your free ads. Tagging your free internet ads to your newspaper ad is great. For example, you put a free video commercial on YouTube and you mention your YouTube ad in your newspaper ad... **you get two ads for the price of one.**

Newspaper advertising is an affordable, trusted way of advertising **consistently ...and it works.**

Advertising is a lot like fishing

Advertising is a lot like fishing: the more times you can throw a line in the water the more chances you have of catching one. Buying an ad that you cannot afford every month will be wasting your money. Sometimes you may not get a response,

so running your ad continuously is the only way to get return on your advertising investment and have your business become a household name.

Look for something that is mailed directly to homes not just put out on a convenience store floor or thrown away. Postcards that are direct-mailed can cost as much as twenty times more than direct mailed newspapers...such as *High Tide News*. For example a direct-mailed post card recently cost me \$4,400.00 for ten thousand to be mailed out to addresses in a particular zip code. (Yes, I paid that much!) But an ad in *High Tide News* direct-mailed to ten thousand occupied homes in chosen neighborhoods in a given zip code is only \$240.00 ...a big difference. Plus your ad is more likely to be seen in *High Tide News* than a post card because of the interesting local stories.

Some newspapers have more than 50 pages and more than 150 ads which means your ad gets lost and has less chance of being seen.

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As you unclutter your life, don't overlook your finances.

I recently saw an episode of Hoarders focused on an individual who was enveloped in a world of clutter. I saw mounds of junk piled to the ceiling, unsanitary conditions and a habitat that no one should have to endure. As I was watching, I found myself repeatedly asking, "How did this happen?"

As a financial advisor, I see the same behavior in how people deal with their finances. I see multiple 401Ks just sitting at old jobs, abandoned IRAs and multiple accounts scattered among different institutions. Imagine how confusing it must be to try to plan when several partial strategies are in place.

As a financial advisor, I, Nicholas Shevland, help families unclutter their finances. I establish a plan, develop a suitable asset allocation strategy, find cost-effective solutions and help manage emotions when it comes to financial planning. If you find yourself in need of uncluttering your finances, please give me, Nicholas Shevland, a call at: 302 644-6600.

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Knock Knock...Who's there?

By Eunice Carpitella

Eunice Carpitella
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Executive Coach,
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Fenwick Island, DE.



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As personal and professional leaders we are tasked with re-writing futures. We practice calling forth opportunity, possibility, encouragement, hope, resolve, integrity, compassion and understanding.

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Those outcomes are often met with resistance and take the shape of encouraging your child to join an athletic team or applauding your grandchild's performance in the school drama that he once wanted no part of, or celebrating your daughter's acceptance into college or in some cases, helping your elderly parent recover from a fall, or getting your kid to show up for a dreaded job interview. Producing those results are often at the cost of our energy, vitality and self-expression.

Whether it's influencing the home team or having a positive impact on the corporate team, there are the familiar challenges of trying to make sense of it all, add value, produce great results and attempt to create purpose and meaning for ourselves and others. Without a doubt, there are days we

question whether we have what it takes; if we are equipped for the task at hand.

History and experience suggest the answer lies within. Perhaps we are well-suited with the resources, talents and tools for navigating the chaos and craziness of everyday life. What if we tapped into the kid within and gave ourselves the permission to laugh -- a deep belly-aching laughter that roars of our desire to serve humbly and joyfully?

This capability is dramatically under-exploited at work. As kids we learned through repeated messages to grow up, contain ourselves, act appropriately, and behave. While being grown up and being professional are necessary; too much seriousness can be exhausting. Research shows our brains want a good laugh now and again. Ever go to the funeral of an Irishman? The loss of a loved one is mourned deeply and at the same time, celebrated hilariously and profoundly. Can you imagine if the boss of your family or company, you in this case, brought forth more joy, silliness, laughter, and fun to the workplace?

The benefits are many. The combination

of humor and humility enhances communication, builds stronger relationships, increases creativity and intensifies learning and development in individuals and organizations; thus informing and impacting your leadership styles and effectiveness.

Twenty-five years ago, Herb Kelleher reinvented air travel when he founded Southwest Airlines, where the planes are painted like killer whales, and a typical company motto is "hire people with a sense of humor." By circumventing conventional business thinking, Kelleher fostered a culture attuned to people thriving. Today, Southwest is relished as the safest airline in the world and ranks number one in the industry for service, on-time performance, and lowest employee turnover rate. Not to mention, it has been ranked twice by Fortune Magazine as one of the ten best companies to work for in America.

No doubt risking humor and humility could result in some bleeps, blunders and bloopers along the way but, you will be adorned with platinum status as you and your team's energy, creativity, laughter and results soar to new heights.

LET'S TALK BUSINESS

College Degrees . . . Who Wants One, WHO NEEDS ONE?

Have you heard . . . that governor from, where is it . . . Wisconsin, yes, he's a "cheese head" . . . and he's running for the presidency . . . a lot of people think he has a chance. He never graduated college. How can that be? You got to have a college degree . . . how did he get where he is? Success in 3 elections in 5 years, well maybe he just has a lot of common sense . . . maybe his degree is from the School of Hard Knocks. ***I bet he knows what he needs to know, and maybe that's what it's all about.*** Hmm . . . it might even be that having a college degree is more about where you are in the America of today, thanks to the constant reinforcement of the existence of a social class system in this here United States, a continual reference to the condition of a "middle class", its failure to participate in the revival of the economy, and what government is going to do about it. Say it ain't so.

I don't know, 100% of the U.S. Senate have college degrees of one type or another, and almost that number (94%) of the "people's house", the U.S. House of Representatives, are so educated. And less we think that all college degrees are equal, to borrow from George Orwell, it seems that some diplomas are more equal than others. The president's cabinet has consistently been over

a third full of graduates of the "Ivy League" (think Harvard, Yale, Princeton, among a few others). Running a country on credentials alone, is that working? And we have a current proposal on the table from the White House, that community colleges (2 year schools) be tuition free. Maybe that's a good idea (not that it has much chance of happening any time soon), because what it might be saying is that these 2 year schools, largely the place where vocational and technical training are available in a shorter period of time (and less any parent would forget, at lesser cost), are where job training is most efficiently to be found.

The System Isn't Actually Broken, But It May Not Be Changing With The Need.

Okay, let me get one more zinger in: ***the founders of the 2 most influential, and certainly the most successful companies of the current era of technology, Microsoft and Apple, did not have college degrees!*** Let me place a little more blame, and then I promise to get to solutions. As financial aid to pay for study in colleges has become more available in the form of loan grants, the cost of tuition to attend four year schools (and their post graduate degree programs), has

substantially increased each and every year; I'm talking several times the cost of living percentage, each and every year! And I know you've heard about the thousands of dollars of debt that graduates and their families carry through their working years, much of which may never be paid.

In our educational system, we teach some students to teach; it's a separate discipline at the university. Now this type of training is designed to educate elementary, middle and high school teachers to be. There's even a curriculum for "special needs" students education, available in college, but not to be found in university classrooms, is there coursework designed to train college professors (they must know something they're not sharing with us). A professor of mine once told me that when it comes to colleges and universities, change (could we refer to it as "reform" . . . is that too harsh?), starts at the top. If the Ivy League universities I've mentioned (I think the others are Columbia, Penn, Cornell and Brown), are at the top, then maybe they will change. On the other hand, unlike Europe, as well as most places in the western hemisphere, there are more seats in college classrooms in the United States than one could imagine (and less than one percent of those are

in the elite universities I've mentioned). Change then, certainly can start elsewhere. Many of these colleges and universities are tax-supported at the state and local levels, where influence for change can begin with the elected representatives on matters like budget, graduation rates, career success and quality measures across the board. I believe that the documented outcomes of an earned degree from any school can and will influence how and what is taught elsewhere, even at the elite universities, once they are challenged to meet the competition. ***Primary and secondary education will have to do a little better with the "Three R's", but let's save that for another time.***

by Richard Stutz

Richard Stutz is a commercial and residential Realtor with Berkshire Hathaway Gallo in Bethany Beach. He is member of the American College of Healthcare Executives and the Medical Group Management Association. Reach him at Richard@RichardStutz.com, or at 302-537-2616.



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#5 Scheduling – When you hire an individual cleaner, you have to mesh with their schedule. If they are busy on a particular day, you may have to move your schedule around to accommodate that. With a professional service, if an employee is ill or is not available on a particular day, they are likely able to send another cleaner to clean your home the same day.

#4 Safety and Training – Since many individuals require that you provide your own supplies, you run the risk of the products being used improperly. Professional services provide on-the-job training so that the cleaners all know the correct way to use each specific product and tool.

#3 Insurance – If an item is damaged or broken during a clean, an individual may be less likely to come forward and be honest about the damage since they know they will have to pay for the item out of their own pocket. Employees of a bonded and insured professional company are not penalized for damages, so they are more likely to come forward with the damage. Professional services also carry Workman's Comp, which eliminates your liability if a cleaner is injured while working inside of your home.

#2 Trust – Hiring a stranger to come into your home is very difficult. You can (and definitely should) have an individual provide professional references before they are hired, but the benefit of hiring a professional service is that they do the dirty work for you. They perform background checks and reference checks on each employee so that you don't have to.

#1 Taxes and Insurance – If an individual performs work inside your home, they are considered your employee in the eyes of the law, which means that you are responsible for paying their payroll taxes. Professional services hold out taxes such as Federal Income, Social Security, and Medicare. Have more questions you want to be answered before you hire a service?

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If you have a propane furnace with an air conditioner you can easily cut your heating bill in half. The way to do this is to replace your air conditioner with a heat pump. This is called a

hybrid or dual fuel system it's been around since the eighty's. In places that have natural gas it doesn't pay *but in Sussex County a hybrid heating system does pay by cutting heating bills in half.* How does it work? The heat pump heats the home until the outside temperature drops into the thirty's at that point the furnace takes over to heat the home. In Sussex County heaters run for about 6 months. Most of the winter is over forty degrees which means the heat pump is heating the home at least half the time for up to four times less.

A heat pump delivers very hot air to the home when the outside temperature is forty degrees or above. Sussex County

is the perfect place for a hybrid heating system because of the price of electricity vs. propane and the winter temperatures.

Think of this... if you buy a home in Sussex County when you're thirty years old and heat your home with propane only for thirty years you would have spent between \$40,000 to \$100,000 dollars too much. The bigger the home the bigger the savings. Even if you don't do it now make sure when it is time to replace your air conditioner do it with a heat pump.

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Delaware Facts and Trivia

Did you know?

By Sandie Gerken

Assawoman Canal between Ocean View and Bethany Beach is a man-made, artificial waterway, first dug in the 1890s by migrant labor. It is 3.9 linear miles and links the Indian River Bay with the Little Assawoman Bay. It is no longer deep enough for boat traffic. The meaning of the name is believed to be from the Algonquian language and translates to "middle fishing place".

§

Delaware is the only state that does not have a National Park or battlefield. The state does have, however, a National Wildlife Refuge, Bombay Hook.

§

In 1935, the US Supreme Court ruled that Delaware's easternmost boundary extended across the Delaware River to the mean low water line of New Jersey.

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