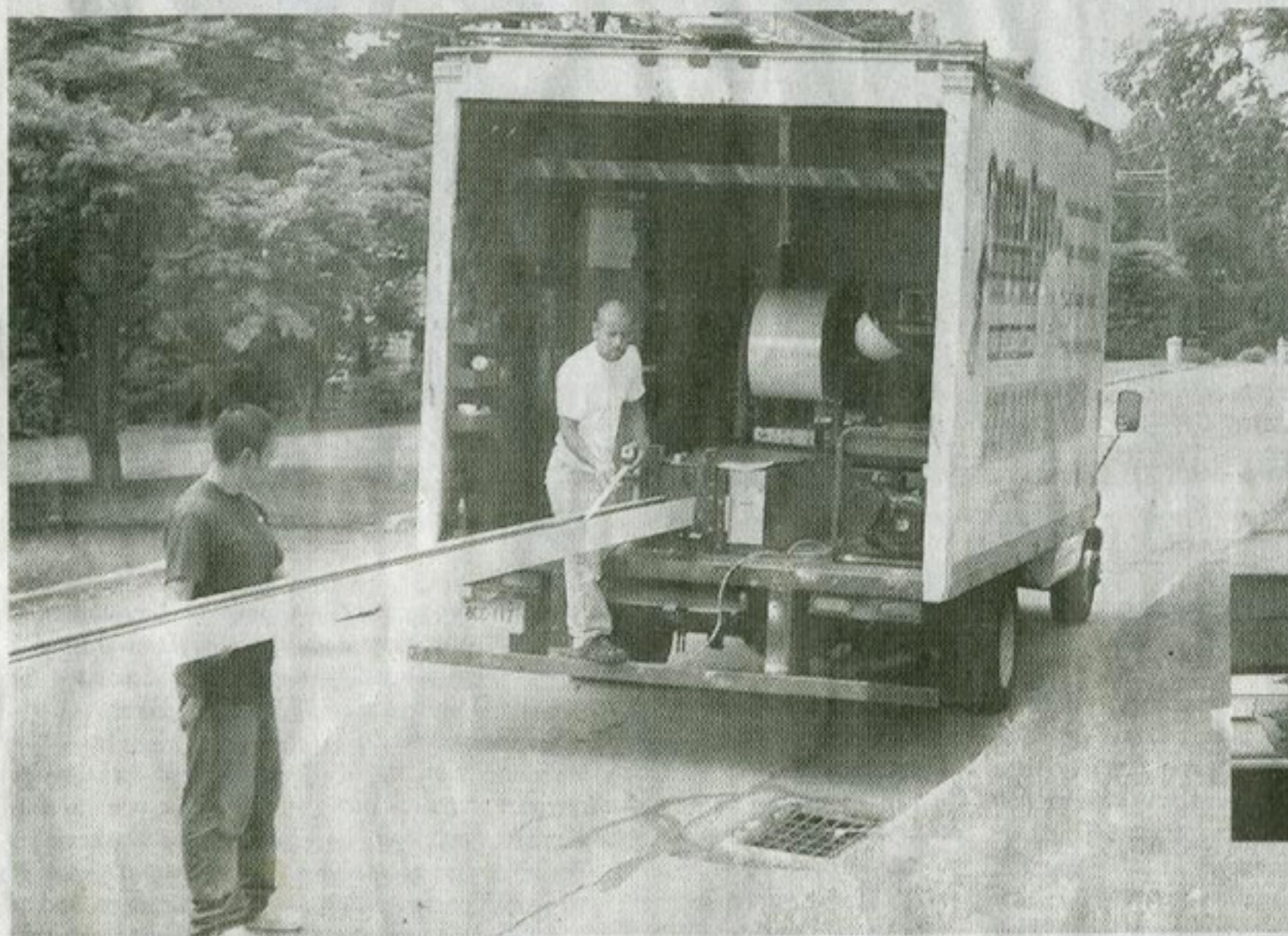


## GUTTER GUYS

## Protect your major investment

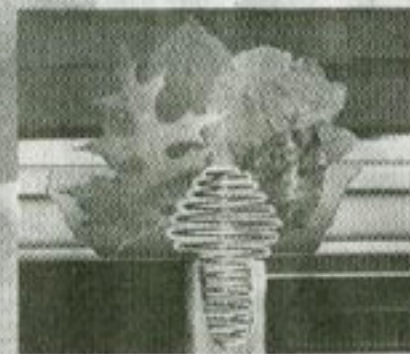


Gutters are measured on-site for a perfect fit. Right, this heavy-duty gutter strainer was invented by one of the company's owners.

by R.E. Glowa

When that first brisk nip of cool autumn air breezes in, that is my cue to compose the annual list of priority projects to complete before the advent of winter. When the brilliant shower of gold, crimson and russet leaves begins to carpet the lawn and roof, it will be time to rake, mulch and clear the roof and gutters.

I am not particularly fond of cleaning gutters. Precariously balancing atop the steep pitches and angular irregularities of my roof while attempting to clean away those lovely autumnal leaves has sometimes led to minor mishaps. I decided it was time to seek help for my gutter issues.



I called local professional Alex Golszewski, one of the owners of Gutter Guys. I figure guys know gutters, and I hoped Alex and his partner Kevin Rogalski would help me find a new solution for maintaining mine.

The Gutter Guys have been in business for 20 years. Friends since high school, Kevin and Alex established their business based upon their expertise in landscaping, roofing, siding and gutters. When the gutter sector of their business began growing at a very rapid pace, they decided to concentrate their efforts solely on

gutters. Gutter Guys now has over 12,000 customers who rely on Kevin and Alex for cleanings, maintenance, repairs and installation of copper and aluminum gutters. With offices in Stamford and Bridgeport, Gutter Guys is available to service all of Fairfield County.

Alex arrived with his associate Emily Rogalski to inspect my gutter situation and educate me about the business. As we toured around the perimeter of the house, Alex explained the steps he goes through with each new customer. "I like to educate my customers so they can make better buying decisions. We do a free evaluation with each gutter cleaning. We provide free estimates for new gutter installations. We want to make sure the gutter system is appropriate for the size of the house and is a good functioning system for the home," Alex said.

"During the visit we take digital photos of the house. We put them in the computer at the office, and this way any of our techs can help if the customer calls with a question," said Alex. "I then prepare a detailed quote that I send to customers, and they can then decide if they want to go ahead with us."

Alex continued, "You have to be careful when buying a gutter system — always read the fine print. No gutter is completely maintenance-free; you can reduce the level of maintenance, but never completely eliminate it. We can install a new system if the evaluation shows that the existing system is not working for the house, but many times minor repairs are all that is necessary."



*Gutter Guys has many customers who value their expert service in maintenance and repair.*

When I ask Alex how important gutters are, he immediately listed a number of ways gutters help preserve the home. "Properly installed gutters reduce wood rot, keep water off of windowsills, reduce peeling paint and help prevent structural damage, including to foundations. Emily added, "Standing water in gutters is a breeding ground for mosquitoes; you definitely want to get rid of that."

I already knew keeping the gutters clean was a necessary chore, but I never fully appreciated the myriad of reasons why until Alex and Emily pointed out how this preventive maintenance could actually prolong the life of your home. Alex smiled when telling me, "Offering education is part of the process and part of the secret to keeping our long-term customers. It's

important that customers know when to clean their gutters. Early summer to clear away winter debris, mid to late summer, early fall and possibly again in late fall if necessary to clear away the last of those autumn leaves."

"There are lots of options for gutter protection," Alex said. "You can use filters, guards, screens. Emily added, "Alex is the inventor of the Gutter Strainer; it works wonderfully to keep out large objects and keeps gutters draining longer between cleanings." Alex designed the strainer with an innovative spring-coil design, made from 12 feet of wire with a diameter of an 1/8 of an inch. The thickness of the wire makes the strainer stronger and heavier and it will stay in place in the downspout.

Even a leaf blower will not dislodge the Gutter Strainer!

Using top quality materials, such as .32 gauge aluminum for their gutters, sets Gutter Guys apart from the rest of the industry. Not only do they offer maintenance programs, clean and repair gutters and design gutter layouts for aesthetics and function, they even have a special truck completely outfitted to make the gutter on site, providing a completely custom fit.

Emily, Alex and Kevin are proud of the way Gutter Guys has evolved. While Alex had nimbly climbed atop my roof and quickly and efficiently cleaned the gutters, Emily had emphasized to me, "We want to help customers protect their most valued investment. These guys really care about the customers and the community. Even in this tough economy, we continue to grow slowly and purposefully, to the point where we are even looking to hire new employees."

On a final note Alex added, "Gutter Guys has always stood for relationships. We want you to be happy. If you have an emergency, we shift things around to be there. And just so you know, Gutter Guys work in the rain!"

Now that's a guy you can count on!

*For more information: Bridgeport office, 7 Island Brook Avenue, Unit 2, 336-5555; Stamford office, 92 Camp Avenue, Suite 5, 327-1346; GutterGuys.com.*