

**PRESIDENT'S
MESSAGE**

By Michael Cole

On June 26th, the founder of Cape Associates, Inc., Lester F. Langhans, Jr. passed away at age 83. A memorial service in celebration of his life was held at the Eastham United Methodist Church on July 5th and many in attendance shared wonderful and meaningful memories of Les.

Having vacationed in Eastham for many years, in 1970 Les left Corning, New York, and built his first house in North Eastham. On April 1, 1971, he incorporated Cape Associates and started business in an office in the basement of his house. Working on the job site during the day, Les would return home and work in the office nights and weekends. The business grew steadily and moved into the current office-warehouse in 1978. Les handed over operational control of the company in 1986 and retired full-time in 1990.

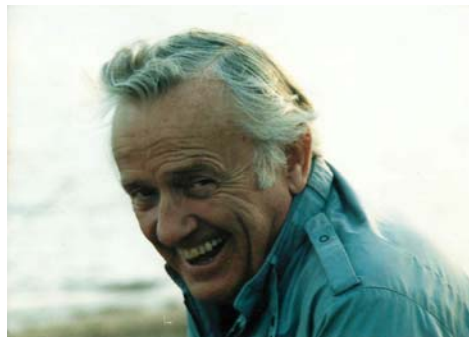
His legacy might be summed up in the company motto, which he inspired: Commitment, Quality and Integrity. Lester's work ethic was legend; at work, no one worked harder or longer. No one was as committed to getting a job done right. And this commitment continued with his charitable work long after he retired.

His standards for himself and for his work were the highest and they were unequivocal. Whether it was carpentry or cost accounting, the work had to be top quality. You never heard Les say "close enough". Lester's best known and most highly regarded attribute was his integrity. The stories are still being told about his honesty – correcting vendors who short changed themselves, returning promised savings to customers, keeping his word to everyone. This integrity made Lester Langhans and his company stand out in an otherwise poorly regarded industry.

There are so many of us whose lives have been enriched by knowing Les. He will be missed but most certainly not forgotten.

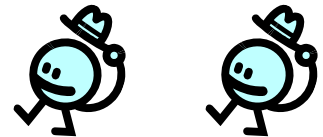


LESTER AND LOIS LANGHANS



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**HATS OFF TO OUR
EMPLOYEES!**

On August 19th, the employees of Cape Associates made a donation to A Baby Center in Hyannis from the collection and sale of scrap metal. Jeff Cronk, along with Joe Clark, helped to sell the scrap metal and it was Jeff's idea to donate the funds to A Baby Center, an organization that we feel strongly about. Log on to their website for more information:

www.ababycenter.org



FEAUTRED PROJECT: NEW HOUSE IN EASTHAM

By Rich Bryant

Built from scratch and overlooking Eastham's bay, this 3,000 square foot 'modified cape' comes complete with first class finishes and spectacular views from nearly every room. The layout allows for indoor/outdoor living through covered porches, open 2nd floor balcony deck, and a screen porch off the dining room.

The exterior of the house remains true to cape architecture, while providing low maintenance upkeep by using materials such as PVC trim, treated red cedar roof shingles, and pre-stained wall shingles. Given its exposure to the bay, additional steps were taken to avoid costly call-backs from water infiltration due to wind-blown rain.

The interior combines a more formal look of paneled wainscoting, crown moldings and coffered ceilings with a warm, rusticated 'character oak' wood flooring throughout. Proprietary cabinetry fill the kitchen and bathrooms, while custom built-ins were crafted in the Cape Associates woodshop.

Bathroom finishes include custom tiled shower enclosures, tiled flooring and soaking tubs.

Joe Dalton was the foreman on the project, which he enjoyed working on for 12 months. The home was designed by Zibrat & McCarthy of Chatham.



Photography provided by Roe Osborn



EMPLOYEE PROFILE: MIKE YATES

By Lindsay Richards

Mike Yates originally joined Cape Associates in 1982. After working on his own for a while doing masonry, he then returned to Cape Associates after the birth of his son, A.J. Now, Mike is currently a foreman and "long-time and valued employee" according to Michael Cole, President. Michael also says that Mike is very loyal to the company and to his customers, is a hard worker and never says "no" when asked to do a job.

Mike lives in Dennis with his wife, Kristine, and has two daughters, Michelle and Nicole, and a son, A.J. Additionally, they have two cats. He enjoys coaching T-ball with his son along with golfing and fishing.

The Cinelli-O'Grady job was a favorite of Mike's because of the scale and because he and the owners developed a nice friendship.



MIKE, KRISTINE & A.J.



EMPLOYEE BIRTHDAYS

**September - 10 Daniel Hayward
12 Melissa Miller**

**October - 31 John Leslie
16 Tom Johnson
19 Charles Jonas**

**November- 9 Joel Erickson
11 Steve Caliri
18 Gino Furlano
28 James Young**



EMPLOYMENT ANNIVERSARIES



**September- Romney Ridgeway: 2 years
Alessandro Coelho: 2 years
Gino Furlano: 4 years
Brian Barker: 2 years
Robert Clark: 8 years
Dan Hayward: 2 years
Aaron Mooney: 2 years
Michael Brunetti: 2 years
Bob Creonte: 10 years
J. P. Marjollet: 11 years
Jeff Cronk: 11 years
Peter Miller: 2 years**

**October- Will Swift: 21 years
James Young: 4 years
Peter Geiges: 11 years
Tom Affsa: 2 years
Melissa Miller: 2 years
Richard Kirchner: 2 years
Ralf Creech: 14 years**

**November- David Hedin: 16 years
Ken Lemerise: 5 years
Peter Corbett: 30 years!
Thaddeus Ball: 2 years
Michael Cole: 36 years
Tom Yongen: 4 years
Jeanne Cole: 6 years
Chris Dio: 1 year
Tom Sturtevant: 8 years**

MAINTENANCE CORNER

By David Hedin

With the fall and winter coming, everyone is thinking about heat loss and ways to save energy. Energy audits and insulation inspections can give you ideas for possible savings. Replacement of old non-insulated doors and windows can help. Also, checking on existing operation of old storm windows and storm doors for proper seals and weather-stripping and locking mechanisms. Other common air loss areas are chimney dampers, recessed lighting and outlet covers. Checking that these areas are properly sealed can save on heating costs in the winter months. Cape Associates can have someone come out to check these things for you and suggest solutions if problems are found.

PAINTING CORNER

By Steve Zayatz

If the exterior painted parts of your home are sealed properly on all six sides from moisture, the paint finish should last for many years. Exterior pine trim is porous and even though you have a firm paint film on the exterior surface, moisture is drawn into the unsealed sides in a liquid and vaporous form and makes the wood expand and contract as it gets wet and dries out. This constant movement of the wood causes the exterior paint film to break down and also allows mold spores to form into a bio-film which keeps the wood wet longer and hastens the rotting process. Cape Associates construction takes great care in installing wood trim, clapboards, doors, windows and any exterior wood product with a sealer on all sides prior to installation. We also take care in proper construction techniques to keep a house dry for normal wet-weather periods.

Moisture can come from different sources: leaky roofs, filled gutters, improper caulking and poor ventilation. Even vegetation too close to a house can facilitate rotted exterior trim and siding: it is like holding a wet sponge up against the house! Worse yet, irrigation spray heads that are too close to the house tend to keep the lower third of the house wet for half the year, and then rain, snow and ice keep it wet for the other half. Furthermore, if you have a very damp basement or crawl space, the entire bottom half of the house has a higher moisture content than normal. All of this moisture (hydraulic pressure) is constantly migrating to drier

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NEW HOUSE IN SOUTH ORLEANS
DESIGNED BY: ARCHITECTURAL DESIGN
FOREMAN: KENNY MARTIN



HERRING COVE VILLAGE-PROVINCETOWN
PHASE I: BUILDINGS 1&2 OF 11 UNITS
DESIGNED BY: MCMAHON ARCHITECTS
FOREMAN: STEVE O'BRIEN

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parts of the house and often times takes the paint film off as it travels

If you feel you have very wet conditions in your home that are creating problems, I would be happy to look over the situation and suggest some possible remedies for the problem before paint is applied.

Our website had a makeover! Check it out!

PLAYHOUSE UPDATES

The winner of the 2008 Windmill Weekend Playhouse - a replica of the Captain Penniman house - is Brianna Seppala. Congratulations! Over \$4,000.00 was donated to the Lower Cape Outreach Council. The Barnstable office playhouse raffle to benefit Children's Cove will be held the weekend of September 26th. Check our website for the winner!



EASTHAM PLAYHOUSE



BARNSTABLE PLAYHOUSE