

question, that this is the guy we wanted to build our house.” Gayle was the one with the design vision and she worked closely with Cliff. Blair said, “Cliff was amazing – he oversaw all of the work and all of the subcontractors coming in. That man is meticulous – unbelievable.” Gayle added, “They were all really super nice people. I still talk to Gail – they’re all very nice and easy to work with.” During the build Blair said, “We had complete trust in their workmanship. What they said they were going to do they did, and it worked out beautifully. We’re from Connecticut, we’re not actually use to people doing what they say they’re going to do, and at a level of quality – I can’t tell you. Everything looks as good as the day we moved in.”



Port City Homes completed this home for Blair and Gayle MacLachlan in North Litchfield. Blair said, “Drew took us to a couple of homes that he built and it was hands down, no question, that this is the guy we wanted to build our house.” During the build Blair said, “We had complete trust in their workmanship. What they said they were going to do they did, and it worked out beautifully. We’re from Connecticut, we’re not actually use to people doing what they say they’re going to do, and at a level of quality – I can’t tell you. Everything looks as good as the day we moved in.” Because of the team’s attention to detail there were no surprises. Blair said, “Drew was really good at itemizing what the expenses were going to be and what he budgeted for, so we had real detail. “These guys stand by their work. We were 900 miles away and they built my wife her perfect house; it was a really enjoyable experience.”

Because of the team’s attention to detail there were no surprises. Blair said, “Drew was really good at itemizing what the expenses were going to be and what he budgeted for, so we had real detail. Gail was in charge of all of the change orders, checking that every change order was absolutely correct and setting up all the appointments.” The couple was

impressed at how clean the house was when it was finished, and how quickly Drew responded to a couple minor issues. Blair summed up,

“These guys stand by their work. We were 900 miles away and they built my wife her perfect house; it was a really enjoyable experience.” ■



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SECURITY – HOME AUTOMATION ACCESSIBILITY EQUIPMENT



by Sara Sobota

2020 Brings About Increased Demand For Upgraded Security – Home Automation & Accessibility Equipment For Homeowners

The year 2020 has brought a lot of change to our world. With families spending more time at home, the combination of comfort and security has become more important than ever. Security Vision of Myrtle Beach and Port City Elevator have become a mainstay in our community for the above mentioned industries. The two professional organizations place a high emphasis on learning about each individual family’s lifestyle to determine what types of home automation and security systems best suit their home or business.

Many homeowners are familiar with individual smart home devices, but **Security Vision** allows them to transform their lives with all-encompassing automated convenience.

one or two automated features and add more in the future, so that all devices work together regardless of their purchase date. The company’s new digital brochure offers detailed information and videos that not only feature but demonstrate the effectiveness of all elements of the smart home system (see QR Code).



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Security Vision’s integrated system covers home security, lighting, music, entertainment, garage doors, shades and screens, and personal safety. Even better, individual homeowners may select



Scan This QR Code To Access Security Vision’s Digital Brochure



Security Vision owner, Michele Weissman, in a customer’s home in Myrtle Beach, SC. Security Vision was responsible for installing all of the motorized shades, as well as the security system and completing all of the home automation for this homeowner.

Michele Weissman, owner of Security Vision, has been in this

(Continued on page 22)

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Other customers want the blackout feature, with a roller shade to make it darker in the bedroom. Even better, you can mix and match motorized and manual shades, depending on your preferences and budget.”

Motorized screens can also renew and extend the use of an outdoor porch or patio.

“Maybe they’re building an outdoor patio, and the sun beats in – they want to have a motorized screen for protection from the sun and also from bugs, in addition to protecting furniture from sun damage. But, if it’s a beautiful day, and they want to keep the screens open, they can do that with one click on their phone or wall keypad,” said Weissman.

Another new product that enhances the overall smart home system is the Samsung Frame TV, also featured in Security Vision’s digital brochure accessed on page 21.

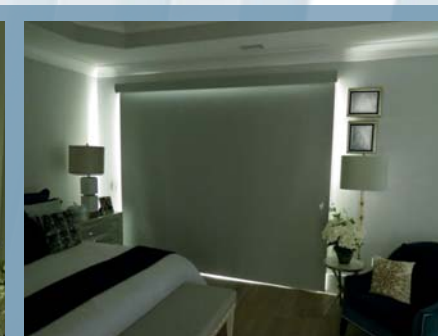
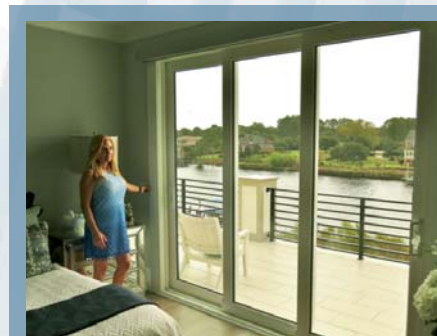
industry in Myrtle Beach for 26 years. She said motorized shades are a particularly popular item right now.

“We have been doing a lot of motorized shades into the smart home recently,” said Weissman,

noting that Lutron and Qmotion are the most popular lines. “Some people have higher windows that they want to automate because they can’t get to them, and they want to control the sunlight, or open it at certain times of day; we can offer those solutions.



The Samsung Frame TV has become increasingly popular. "It's a TV that looks like a piece of artwork", says Security Vision owner, Michele Weissman.



"Some customers want the blackout feature, with a roller shade to make it darker in the bedroom. Even better, you can mix and match motorized and manual shades, depending on your preferences and budget", says Weissman.

“It’s a tv that looks like a piece of artwork,” said Weissman. “You might put the frame tv over a fireplace, and then we install built-in invisible speakers behind the wall. So in the living room it looks like a piece of art on the fireplace, but then the tv comes on, and all of a sudden you’ve got sound in the room – and nobody knows where the sound’s coming

(Continued on page 24)

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from. It's a nice setup."

Many individualized automated products are available at online and big-box retailers, but Weissman said the benefit to a universal platform is that all devices are connected through one app.

"Your app can control devices individually, or synch into scenes," Weissman said. "You can set up an automatic schedule, like 'Good morning': with a one-button touch on

your phone, it raises the shades, plays your favorite music throughout the house, disarms the system, and turns on the lights. Everything ties together with a scene, but you still have individual control as well."

Security Vision's customized service, with free evaluations available in either face-to-face or virtual environments, means each homeowner builds a system that works for their individual lifestyle.

"I truly like to make sure I'm giving customers the right product for what they're looking for," said Weissman. "For example, there are many different kinds of security systems, camera systems, and manufacturer models. Each one has different benefits and features; it's a matter of making sure you customize the right system, design for growth, and meet the needs of the customer and how they live."

Business at **Port City Elevator** is booming, as more and more families recognize the affordable convenience and safety that an in-home lift or



The Port City Elevator's corporate office located @ 5704 Nixon Ln. in Castle Hayne, NC. Port City Elevator services the Horry & Georgetown, SC markets.

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customized accessibility solutions for any new or existing home. Vice President, Seth Newman said that as more people are home-based as a result of COVID-19, they are realizing the benefits of automated transport.



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"People are spending more time at home, so they are going up and down their stairs more often, where maybe at work they had an elevator in their

office building," said Newman. "Also, they've got a little bit more free time to research adding an elevator to their house and finding it's not as expensive as people think."



Newman said some families are installing lifts and elevators for multi-generational family members.

"We've done several projects this year that involved remodels to accommodate grandparents. For example, one family had a detached garage, tore the roof off, and added a mother-in-law suite above the garage with an elevator so the mother-in-law



Stan Godshall is Port City Elevator's Regional Sales Manager for Horry & Georgetown Counties. "Stan really tries to understand the customer's needs and designs an elevator system that works to fit that need, for both the short term and the long term," said VP Seth Newman. Stan Godshall can be reached @ (843) 360-1200.

could come live with them. That helped with kids learning at home and online school. The parents are also working from home and don't have time to teach their kids full time, so the in-laws came in and took that role."

Port City Elevator offers a fully customized product and service that's designed for the life of the owners, the home, and the equipment.

"We sit in with customers, find out what their needs are, and we design,

(Continued on page 26)



say, an elevator system to fit that need,” said Newman. “Then we have a manufacturer manufacture that job-specific elevator. Buying it from a manufacturer offers an extra layer of technical support, of assurance and comfort. We really take a hands-on approach from start to finish of the project. We look at the installation of a lift – whether it’s an elevator or stair lift – like a marriage: we want to be there for the life of that piece of equipment.”

Stan Godshall, Port City Elevator Regional Sales Manager for Horry and Georgetown Counties, embodies the

personalized service that defines the company.

“Stan really tries to understand the customer needs and designs an elevator system that works to fit that need, for both the short term and the long term,” said Newman. “It’s just encouraging people to think about all their options.”

New trends in elevators include custom décor and smart home technology.

“We’ve seen a big spike in people upgrading their elevator, making it more personalized,” said Newman, “whether that means incorporating

shiplap to the interior walls or decorating the elevator cab to give it a more personable flair.”

Upgrades in technology allow Port City Elevator to diagnose and troubleshoot remotely, adding convenience to elevator maintenance.

“We can put a board on that elevator and connect it to the homeowner’s wi fi system, and whether I’m sitting in my office in Myrtle Beach or in an office in Honolulu, I can diagnose that elevator and find out what’s going on with it, whether it’s a part malfunction or user error,” said Newman.

Whatever the need, the situation, or the location, Port City Elevator finds a perfect solution to enhance homeowners’ accessibility. ■



Port City Elevator's VP, Seth Newman.

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by Sarah Stephens, *Communications Manager, Myrtle Beach Area Chamber of Commerce* & Kori Hippe, *Business Development Marketing Manager, Myrtle Beach Area Chamber of Commerce*



The holidays are here, and this year more than ever, the Grand Strand’s small business community needs your support. No matter how you shop – online or in-person – when you shop local, you’re supporting the dreams of your friends and neighbors. But that’s not all. Shopping local benefits the entire community. Here’s how:

more it grows, which means more products and even lower prices.

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(Continued on page 30)



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