

THE NARI RENOVATOR

The Ohio Valley Chapter of the National Association of the Remodeling Industry

April 2005

www.naricincinnati.org

Pella will host April meeting of Ohio Valley NARI Luncheon meeting to be held at Clarion Hotel & Suites on Pfeiffer Road

There are three good reasons to attend the Ohio Valley NARI lunch meeting on April 14.

You will have the opportunity to hear a useful business management presentation, to get the latest information from the national NARI organization directly from a national officer, and to see the new Designer Series products from Pella.

Mark Cheben, general manager of Pella Windows and Doors, will give a talk entitled "How to Evaluate the Current Health of Your Business." Joining him on the program is Renee Rewiski, national secretary of NARI, who will bring a report from the NARI national organization. As if that weren't enough to attract NARI members to the meeting, there will also be a display of Pella's new Designer Series of windows and doors, which were featured in the Pella exhibit at the 2005 International Builders Show.



Pella windows will be on display.

The meeting will be held from 11:00 a.m. until 1:00 p.m. at the Clarion Hotel and Suites, 5901 Pfeiffer Road. (It's right at the Pfeiffer Road exit [exit 15] from I-71.) NARI members will be guests of Pella Windows and Doors.

Because Pella is hosting the lunch we want to give them the courtesy of providing a very accurate attendance count several days before the meeting. Please call the Ohio Valley NARI office at 1-800-498-6274 to make reservations for the meeting.



Marsh hosts chapter for March meeting

A large crowd of over 40 people from Ohio Valley NARI member firms attended the March OVNARI meeting at the Marsh Building Products facility in Loveland. As usual, Marsh was a great meeting host, providing an excellent Montgomery Inn buffet dinner and a very useful presentation on the state of and the outlook for the light construction industry. OVNARI was pleased to welcome and introduce several prospective new members to NARI at the meeting.

Call NARI to R.S.V.P.

What: April Lunch Meeting

When: Thursday, April 14

Where: Clarion Hotel & Suites
5901 Pfeiffer Rd

Time: 11:00 a.m.

Call: Ohio Valley NARI at 1-800-498-6274

Cost: Hosted by Pella

What to do when the OSHA inspector shows up at your job site

Every employer has an obligation to maintain a safe and healthy workplace. Not only does meeting this responsibility keep you out of trouble with the law, but it benefits your business in many other ways:

- You avoid and minimize the direct expenses of employee injuries and the indirect costs of insurance.
- You keep your employees productive on the job.
- Demonstrating that you care about your employees' safety and well-being boosts morale and can increase goodwill toward your company.
- You minimize exposure to civil legal action brought by an injured employee.

The Occupational Safety and Health Act, which is administered by the Occupational Safety and Health Administration (OSHA), covers virtually every employer in the country. Under this law, employees can refuse to work in environments they consider dangerous or life threatening. They can call OSHA to report hazards, which may result in an inspection. They can pursue these rights without fear of retaliation or discrimination and can ask for an investigation if they believe this right has been violated.

OSHA may inspect your work site to look for safety hazards, may set standards for safe practices, and may issue fines and penalties.

If you are subject to an OSHA inspection, an

inspector will arrive at your work site without advance notice. If this happens, ask to see the inspector's credentials and verify his or her authenticity. While the inspector has the right to enter the work site at that time, you may request that the inspector wait for a few minutes until a senior officer from your company can arrive. You can request a warrant for entry, but this very important decision should be made with legal assistance.

The inspector will brief you on the nature and focus of the inspection. This may include talking to employees, which can be done privately. If the inspector has been summoned by an employee, that employee may remain anonymous. The inspector may take pictures, collect samples and videotape evidence.

The company representative should accompany the inspector during the site inspection. You should take notes about what happened and what was said by both the inspector and you. Also take pictures of the same evidence the inspector photographs.

The inspector will likely ask to see and probably copy the forms and records you are required by law to keep. The most common documents are OSHA forms 300, 300A, and 301.

After the inspection, the inspector will confer with you about any alleged hazards found. Many employers treat OSHA inspection reports almost as a consulting service that helps them improve their operations. If you disagree with the inspectors findings there are established mechanisms for you to challenge the report and any subsequent penalties.

On its web site, www.osha.gov, OSHA offers many resources designed specifically for smaller employers. The agency wants to encourage all businesses to establish safety and health programs and find and fix hazards to prevent workplace injuries and illnesses.

The site provides access to the most popular materials for small businesses, from free on-site consultation to interactive computer software, to technical information, to easy-to-follow guides for specific OSHA standards.



THE NARI RENOVATOR

A Publication of Ohio Valley NARI

The NARI Renovator is produced by Ohio Valley NARI as a service and benefit to its members. The organization's office is located at 136 South Keowee Street, Dayton, Ohio 45402; (800) 498-NARI or fax (937) 222-5794.

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OVNARI planning September seminar featuring Michael S. Gorman, CR

There's an important date you need to put on your calendar. On September 15 Ohio Valley NARI will sponsor an all-day seminar presented by Michael S. Gorman, CR, a nationally-recognized expert in remodeling business management.

The seminar will cover a number of important subjects, with emphasis on the selling system he presents in his book, **If I Sell You I Have a Job; If I Serve You I Create a Career.**

Mike Gorman has been active in the finance and remodeling industries since 1971, with hands-on experience in carpentry, sales, estimating, supervision, and management, as well as mortgage financing. His 20 years of activity as an award-winning general contractor provides the platform for his activities as a speaker, author, consultant, and columnist.



His new book has filled a void in the area of sales training for professional in-home sales people. Mike is active in the firm TechKnowledge, located in Coconut Grove, FL. He has held local, regional, and national offices with NARI.

During the past decade Mike has presented seminars on various topics nationwide to audiences of contractors, architects, designers, sales professionals, insurance adjusters, homeowners, and building officials. Additionally, he has presented seminars and training at numerous conferences and industry events, as well as for clients ranging from small and large contracting firms to Fortune 500 companies and governmental agencies.

He will come to Cincinnati directly from presentations at JLC Live in Chicago the day before the Ohio Valley NARI seminar.

Make plans now to attend this important educational event.

Theft of tools and materials from construction sites costs contractors \$4 billion every year

Construction site theft is costing the residential building industry about \$4 billion annually and increases the cost of an average home by 1.5%, according to estimates reported in a recent edition of *The Washington Post*.

A Virginia sheriff's department told Post Reporter Karin Brulliard that they received 347 construction site theft reports in 2004, mostly for stolen kitchen appliances. The total value was more than \$604,000. Stolen items included custom-made bathroom mirrors worth about \$600 each; chandeliers, trim for recessed lighting, cabinets worth \$1,900; and a copper roof finial priced at \$1,300.

Most thefts occur at night, but looters can be brazen, such as those who stole four decorative columns from the garage of a home under construction on a Sunday afternoon.

The lesson here: lock up your tools and materials, and if you can't lock them put them where you can keep an eye on them.



The mission of Ohio Valley NARI is:

- ✓ To establish and maintain the association's firm commitment to developing and sustaining programs that expand and unite the remodeling industry as well as to ensure the industry's growth and security.
- ✓ To encourage ethical conduct, sound business practices, and professionalism in the remodeling industry.
- ✓ To present NARI as the recognized authority in the remodeling industry.

These missions are carried out by:

- ✓ Promoting the common business interests of those engaged in the industry.
- ✓ Sponsoring educational programs and activities for members.
- ✓ Enlightening consumers to the needs and advantages of home remodeling and maintenance, thereby improving the nation's housing inventory.
- ✓ Recommending legislative and regulatory action that safeguards and preserves the remodeling industry, and stimulates the marketplace.

Goals of chapter to accomplish mission:

- ✓ To provide education to enhance professional and personal competencies.
- ✓ To create and encourage networking.
- ✓ To develop and promote the profession.
- ✓ To serve as a resource center.
- ✓ To provide quality publications to members.
- ✓ To improve membership and membership participation.
- ✓ To improve consumer awareness.
- ✓ To remain proactive on current and pending legislation.

Ohio Valley NARI

Serving the Cincinnati Metropolitan Area

136 South Keowee Street • Dayton, Ohio 45402

800.498.NARI

Southwest Ohio remodeler recognized with national Contractor of the Year award

Once again in 2005 southwest Ohio is home to a National Contractor of the Year Award winner. In the past Ohio Valley NARI members Murphy Home Improvement and Neal's Remodeling have earned national CotY recognition. This year Greater Dayton Building & Remodeling, an Oberer Thompson Company, a member of Miami Valley NARI, took home the top national CotY honors in the Commercial Specialty category.

The national award-winning project involved a total remodel of a fixed base operator (FBO) facility at Dayton International Airport. The objective was to transform a tired, nondescript group of interconnected buildings, one of which was actually a residential-type structure, into a coherent inviting 21st century environment that would attract more transient fuel sales and provide a more pleasant environment for regular clients.

The award was presented during the Evening of Excellence dinner, the concluding event of the NARI Spring Board of Directors Meeting held March 30 through April 2 in Chicago.

Norb Boh represented Ohio Valley NARI at the meeting. Norb reported that the national organization appears to be making continued progress. He said that the challenge for the national officers and staff is to provide value and support to the local chapters. He said that there are many benefits and services available through the national office, but sometimes members find it difficult to access these resources.

Southwest Ohio also came to the forefront in personal recognition of NARI members at the Evening of Excellence when Jeff Miller, CR, CLC, received Honorable Mention as Chapter President of the Year. Jeff served as president of Miami Valley NARI in 2004, and is a former Region IV Vice President of NARI.



Coming Events

April Lunch Meeting

April 14, 11:00 a.m.

Clarion Hotel & Suites

5901 Pfeiffer Road

**Business Success Presentation
& Report from NARI National
hosted by Pella Windows & Doors**

Ohio Valley NARI Seminar

September 15

Michael S. Gorman

author of

If I Sell You I Have a Job;

If I Serve You I Create a Career