



THE NARI RENOVATOR

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

May 2005

www.naricincinnati.org

Custom Distributors will host NARI at Fairfield location See the latest developments in appliance technology at May meeting

Appliances are among the most important elements of a kitchen remodel. Stylish, high-tech appliances with a host of features can sell a job and enhance client satisfaction once work is complete. That's why remodeling contractors need to have a good understanding of appliance products.

If you're a remodeler who finds it challenging to keep up with the rapid pace of product developments in the appliance industry, help is on the way. Custom Distributors, the southwest



Custom Distributors serves Cincinnati area contractors from a new showroom in Fairfield.

Ohio source for over 30 brands of major home appliances, will host the May meeting of Ohio Valley NARI at their showroom at 9190 Seward Road, in Fairfield.

In a single evening you'll have an opportunity
(Continued on page 4)

Pella treats OVNARI members to lunch

What a meeting we had in April! If you are a NARI member who couldn't make it to the April 14 luncheon at the Clairon Hotel in Blue Ash, you missed a great one.

Pella Windows and Doors of Cincinnati hosted an outstanding event that featured two guest presenters and a Mexican buffet with a wide array of food from south of the border.

The main speaker of the day was Pella's own manager Mark Cheben, who in a half-hour presentation compared the process of assessing the state of a business to a medical

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Call NARI to R.S.V.P.

What: May Supplier Night

When: Thursday, May 12

Where: Custom Distributors
9190 Seward Rd., Fairfield

Time: 6:00 p.m.

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

Cost: Hosted by Custom Distributors



Pella Manager Mark Cheben advised members on methods for assessing the health of a business.

NARI certification programs will be offered in Cincinnati and Dayton

Remodelers in southwest Ohio who want to complete the requirements for NARI Certified Remodeler (CR), Certified Remodeler Specialist (CRS), Certified Lead Carpenter (CLC), or Certified Kitchen and Bath Remodeler (CKBR) certification will have the opportunity to participate in these programs this fall.

Ohio Valley NARI intends to offer a CKBR preparation program starting in early September. Steve McCord, CR, assisted by the chapter's current Certified Kitchen and Bath Remodelers, will conduct the 10-week preparation program. The class schedule and location will be announced later.

OVNARI is coordinating its professional education and certification program with Miami Valley NARI, which will offer CR, CRS, and CLC preparation starting on September 21. Kip Bohachek, CR, will conduct the prepa-

ration classes, which will be held at 6:00 p.m. each Wednesday from September 21 through November 9 at the NARI office in downtown Dayton. Members of Ohio Valley NARI are invited to participate in the MVNARI preparation class, and Dayton remodelers who want to achieve CKBR certification are encouraged to participate in the Ohio Valley NARI program.

The CR, CRS, and CLC examinations are set for Saturday, November 12. It's possible that the CKBR test will be held at the same time.

Fees for the NARI certification programs will increase by about \$200 on July 1. CR, CRS, CKBR, and CLC candidates who submit applications prior to July 1 may be able to complete certification at the lower rates.

Cincinnati area remodelers who want to participate in either program should contact Melissa Lynd at the NARI office 800-498-6274.

Paul Winans is new NARI president; Anna Mavrakas is elected VP of Region IV

Delegates to the spring 2005 NARI Board of Directors meeting, named immediate past president Joan Stephens, CR of Stronghold Remodeling in Boise, ID, as its Chairman of the Board and confirmed Paul Winans, CR, Winans Construction, Inc., Oakland, CA, as President for the coming year.

Everett Collier, CR, of Collier-Ostrom Enterprises, Inc., San Francisco, CA, was elected to the office of President-Elect.

Winans told meeting attendees that his focus will be on helping remodeling contractors

provide positive experiences for their clients through the professional and educational opportunities that NARI offers. An important part of this work is promoting state licensing programs that incorporate meaningful education requirements.

"NARI must enhance the level of success for those who work in and with the remodeling industry. Our clients, we as remodeling contractors, and those who work with the remodeling industry all need to benefit from the work done by NARI." Winans said.

Chapter delegates from Region IV elected Anna Mavrakis, IDS, TNL Design/Build, Canton, as regional vice president. She succeeds Jim Turner, Regency Wallcraft, Columbus.

Other officers elected and announced during the meeting, are: 2nd Vice President John Gordon of The Home Depot in Atlanta, GA, Inc.; 3rd Vice President Tom Hagner, CRS, of Better Building By Weather-Seal, Ltd. in Racine, WI; Treasurer Renee Rewiski of Remodeling News in Ramsey, NJ; and Secretary William Carter, CR, CKBR of William E. Carter Company in Sacramento, CA.

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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.

Ohio Valley NARI Board of Directors

Chairman of the Board: Greg Fischer, CR, Gregory Construction
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Fred Cernetisch, Pella Windows of Cincinnati; Glen Hollon, Hollon Construction; Larry Kessler, Kessler Construction Services.

NARI members will see June 7 ball game from private party deck

What's better than an evening at the ballpark for a late spring game? An evening at the ballpark in a private party area with 50 or 60 of your friends from NARI and family members, and that's exactly what Ohio Valley NARI has planned for Tuesday, June 7.

OVNARI has booked the Redlegs Landing party area at Great American Ballpark for the June 7 game between the Reds and the Tampa Bay Devil Rays. This area is in right field and it has a picnic area that overlooks both the Ohio River and the playing field. If you decide to add some serious baseball watching to serious partying there is a blocked seating section just for Redlegs Landing fans connected directly to the party area.

The cost of joining other NARI members in Redlegs Landing is about what you would pay to go to the ballpark and just sit in the stands.



Adam Dunn, who made his Ohio debut with the Dayton Dragons has become a star with the Reds.

For \$45 you get a seat in the stands that would sell for \$17, two beers that would cost \$6 each, and a ballpark buffet featuring food that would certainly cost you \$12 to \$15 if you went to the concession stands. You get all this, and a private party zone to enjoy.

This is a great way to bond with your family, your employees, your subs, your best (or favorite) customers, and your NARI colleagues.

The baseball outing is limited to a maximum of 60 people, and an informal survey at the last April meeting indicated that about 20 tickets are already spoken for. To make sure you, your family, and any guests you might want to

invite don't miss out on the fun, fill out the registration form and mail or FAX it to the NARI office right away.

Payment in advance by check or VISA or MasterCard is required for this event.

Pella treats *(Continued from page 1)*

checkup. He drew parallels between such familiar medical exam actions as taking temperature, checking blood pressure, listening to heart sounds, and measuring height and weight, and the process of assessing the state of various elements of a business.

Joining OVNARI members at the meeting was a special guest from NARI's national leadership, Renee Rewiski, who was elected national secretary of NARI at the recent national board meeting in Chicago. Renee briefed Ohio Valley NARI members on new benefits available through the national organization, including group health insurance, a prescription discount card, and on line training programs leading to NARI professional certification.

Members who attended the luncheon also had the opportunity to learn more about Pella's new Designer Series products.

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



Coming Events

May Supplier Night Meeting

May 12, 6:00 p.m.
Custom Distributors
9190 Seward Road
Fairfield
hosted by Custom Distributors

Cincinnati Reds Baseball Outing

June 7, 7:10 p.m.
Redlegs Landing
Great American Ball Park

Ohio Valley NARI Golf Tournament

August 11, 10:00 a.m.
Sharon Woods Golf Course

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*

Supplier Showcase

October 20, 6:30 p.m.
Holiday Inn I-275 North

Custom Distributors *(Continued from page 1)*

to learn about and get up close and personal with the latest product offerings from the world's appliance builders, including such top end brands as GE Profile and Monogram, Wolf, Viking, and Dacor, plus all the popular appliance lines.

Custom Distributors personnel will conduct tours of the facility, and discuss the services they offer to contractors. We expect to hear brief presentations about developments and trends in various appliance categories followed by plenty of time to ask questions and look over the actual products.

The meeting will start with snacks and refreshments at 6:00 p.m. on Thursday, May 12. After the tours and Custom Distributors presentations there will be a buffet dinner from the Olive Garden.

To reach Custom Distributors follow route 4 north from I-275 (exit 41) about two miles to Seward Road, which ends at route 4. Drive north (it's the only way you can go, actually) to the showroom. If you are coming from the north you can turn south onto Seward Road from Tylersville Road.

Call the Ohio Valley NARI office at 1-800-498-6274 or send e-mail to info@narincincinnati.org to RSVP for the meeting. Since Custom Distributors is hosting the meeting it's important that we give them an accurate attendance count early in the week.