

Ohio Valley NARI will visit Pella door factory in July Unusual breakfast meeting will let members see entry system production

Remodelers install entry doors every day—or almost every day—but few contractors have ever seen doors being made. Ohio Valley NARI members can fill that gap in their professional education by attending the July meeting, which will feature a tour of the Pella Entry Systems Division in Fairfield.

The meeting will be an unusual early morning breakfast event so NARI members can see the actual production process.

Pella builds entry doors from steel and smooth and wood grained fiber glass with



The Pella Entry Systems factory is located at 7100 Dixie Highway (Route 4), in Fairfield.



Over 200 workers produce Pella's entry systems at a factory near the intersection of State Route 4 (Dixie Highway) and Mulhauser Rd. in Fairfield. FYI, this is a steel door with Juliet glass.

Call to RSVP

What: Breakfast Meeting
When: Thursday, July 8
Where: Pella Entry Systems Division
7100 Dixie Highway, Fairfield
Time: 7:30 a.m.
RSVP: Ohio Valley NARI at 800-498-6274
Cost: Hosted by Pella

aluminum clad or primed wood frames. The company, which was founded in 1925 as a manufacturer of unique window screens that could be rolled up, made its first windows in 1937. Pella entered the entry door market in 2000. The Fairfield plant is the exclusive manufacturing site for these products.

The breakfast meeting and plant tour is scheduled for 7:30 a.m., Thursday, July 8, at Pella Entry Systems Division, 7100 Dixie Highway, Fairfield.

Call the NARI office at 800-498-6274 to make reservations for the meeting. Remember! It's a breakfast meeting!

Good food and fun make the 2004 Ohio Valley NARI picnic a great success

For the second year in a row the weather was great, the food was pretty good, and the company couldn't have been better. It was, in short, another fun-filled Ohio Valley NARI Picnic.

A group of 20 people (including one baby and plus one dog) from NARI member companies came to the Great Meadow Shelter area at Sharon Woods to enjoy a steak dinner (with beans and slaw) cooked over an open fire. The food received favorable reviews, proving once again that ambiance and good steaks can more than make up for a dearth of cooking ability.



Ohio Valley NARI President Greg Fischer, CR, shows his skill at speed-sawing at the at the NARI picnic.



Norb Boh, CR, prepares to toss-the-toilet, an event not on the schedule for the Summer Olympic Games in Athens.

After dinner several members of the group competed in construction skills contests, including speed-sawing, nail driving, construction facts (taken from the NARI CR preparation program), and culminating in the famous toilet toss.

Home Depot donated a shop-vac as one of the grand prizes for the contests. Ohio Valley NARI's newest member, National City Bank, provided stadium cushions for everyone at the picnic.

2004 Ohio Valley NARI Golf Tournament offers opportunity for fun and business

It's time to get your registration forms for the 2004 Ohio Valley NARI Golf Tournament to the NARI office.

NARI needs players and sponsors, and there's no reason you can't be both. It costs just \$105 to play, and just \$125 to sponsor a hole. If you enter three, or more foursomes, the cost-per-player drops to just \$85. It's a great way to reward your employees, subs, suppliers, and even your best customers, for their support of your business.

If you haven't registered as a player or a sponsor fill out the form that's included with this newsletter and mail or FAX it to the Ohio Valley NARI office right away. Don't miss out on this fun social and recreational event.



Coming Events

July 8 - 7:30 a.m.

Topic: Breakfast Meeting
Tour of Pella Entry Systems
Location: 7100 Dixie Highway, Fairfield
Cost: Hosted by Pella

August 12 - 10:00 a.m.

Topic: OVNARI Golf Tournament
Location: Twin Oaks G.C. - Covington
Cost: \$105 per player

Protect your profit margins by adding an escalation clause to your contracts

As most contractors know, thanks to a steadily increasing demand and an insufficient supply, lumber prices have soared, and may continue to rise for the foreseeable future.

According to Random Lengths, a Eugene, Oregon, company that tracks the lumber industry, some materials have tripled in price since last year. Plywood product prices are approximately 61% higher than a year ago.

As many of you know, OSB (oriented-strand board), a plywood alternative, has tripled in price, and dimensional lumber has doubled in price.



Because of the weekly fluctuation in lumber prices, builders may not have been able to recover these

increases. This decreases profitability on already tight margins.

The Canton law firm Black McCuskey Souers & Arbaugh, LPA, a member of NARI of East Central Ohio, strongly recommends that contractors begin to include clear and unambiguous escalation clauses in their construction and home improvement contracts. Properly worded, these provisions offer protection to builders and payment directly from the homeowner in the event of a price increase in lumber, drywall and other construction material during the period between the contract execution and substantial completion of the project.

Consult your attorney about appropriate escalation clause language for your contracts, or Robert E. Soles, Jr., of Black McCuskey, invites NARI members to call him at 330-456-8341 or send e-mail to bsoles@bmsa.com for information about a standard escalation clause he has written for members of his NARI chapter.

NARI introduces a new national medical insurance plan for member companies

At last! The National Association of the Remodeling Industry has a health insurance program worth the attention of members.

Thanks to new federal legislation, and months of discussion between NARI's national office and JLBG/Fortis, a leading provider of association benefit programs, NARI now offers members a health insurance program that provides comprehensive coverage, is affordable, and makes sense for employers and employees alike.

The program combines high deductible group health insurance with individual Health Savings Accounts (HSAs) that cover part or all of the deductible with pretax funds. The HSA is similar to sheltering health expense funds in a cafeteria plan, with at least one important difference—you don't lose your money if you don't spend it all in a given year. It accumulates, with interest, year after year.

When you pay medical expenses with HSA funds you don't pay a cent of federal income tax on the money you withdraw. After a certain age you can use your HSA funds for any purpose and only pay income tax on amounts spent for non-medical items.

NARI members can access the program through a secure website. Self service modules on the site allow you to complete the following tasks at your convenience:

- Request group proposals and individual proposals
- Initiate personal benefit consultations
- Answer benefit questions & concerns
- Search for doctors & hospitals
- Follow benefit provider links
- View health insurance news and benefit enhancements

To learn more about the program and request a proposal for your company visit the program web site, www.narihealth.org. There is a clickable link from the NARI site www.nari.org.



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Home owners can increase livability and salability of their homes by adding a powder room

Owners of split-level or two-story homes who lack a first-floor bathroom can improve the salability of their residence by carving out a powder room in a closet, under stairs or in another existing space, according to Alan J. Heavens, who covers the real estate market for the *Philadelphia Inquirer*.

Powder rooms, also known as half-baths, are generally four feet by five feet and have

only a toilet, a sink and maybe some storage cabinets.

Writing in the *Inquirer's Home Section Heavens* advised home owners to hire a professional to design the powder room — especially since plumbing fixtures, heating systems and building codes must be considered. Depending on the location of the room, the work necessary to revamp the space, lighting, wainscoting and fixtures, among other things, home owners could spend as much as \$10,000 or more.

Remodelers could help themselves and their clients by actively selling powder rooms as part of a addition or interior remodeling project, or even as a stand-alone project to improve the livability and marketability of a home.

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.

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 membership. 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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