

September 2003

Design/Build concept is subject of September meeting

Stan Better, AIA, will give tips on integrating the design & building functions

“Design/Build” is a concept that is more easily stated than achieved. All too often there are compromises on the design side or the building side that result in less than optimal projects.

Ohio Valley NARI member Stan Better, AIA, is an architect and a remodeling contractor who has successfully integrated the design and building functions into one business. At the September OVNARI meeting Stan will offer tips to help other NARI members accomplish the same successful integration.

This is an especially important meeting, because, in addition to a very informative program, OVNARI members will vote on new bylaws for the chapter. Every chapter member has received a copy of the proposed bylaws and a proxy form to send if they do not intend to attend the meeting. It is important that every chapter member be present in

person or by proxy so this important business item can be transacted. If you have not made reservations for the meeting or returned your proxy to the NARI office, please take care of this detail immediately.

The meeting will be at 6:30 p.m. Thursday, September 11, at the Holiday Inn I-275 North, 3855 Hauck Road. The hotel is located north of and adjacent to I-275 at the Route 42 exit (Exit 46). From the freeway exit drive north a few hundred feet to Hauck Road, then west on Hauck.

To make reservations for the meeting please call the Ohio Valley NARI office at 800-498-6274

Workers' comp program changes

Frank Gates Service Company, in cooperation with NARI, has instituted some changes to the NARI Workers' Compensation Group Rating Program for 2004.

Frank Gates has joined NARI along with most of the other trade and professional associations they work with and placed them under an “umbrella” organization, called NENA, for the 2004 policy year. NENA stands for National Employer Network Alliance. What this means is that by creating a vastly larger pool in each industry group, many more group options will be available for each eligible NARI member.

In the past, NARI has sponsored two construction/contractor groups. One group has been in the 90% credit range, while the

(Continued on page 4)

Call to RSVP

What: September OVNARI Meeting

When: Thursday, September 11

Where: Holiday Inn I-275 North
Hauck Rd, Route 42 & I-275

Time: 6:30 p.m.

RSVP: Ohio Valley NARI at 800-498-6274

Cost: \$25 members; \$30 non-members

Wood products prices rise to near all-time highs this summer

A large order from the U.S. government, the ongoing building boom, and acts of nature in timber country have pushed prices for some wood products to all-time highs, according to reports from *USA Today* and the National Association of Home Builders.

The Defense Logistics Agency, the military's prime supplier, is buying more than 20 million feet of plywood sheeting, most for U.S. forces base camps, guard posts and other projects. The purchase is relatively small - about 300 million feet of plywood sheeting is sold monthly. But in an industry with already strong demand, the deal, and rumors of more purchases to come, is fueling an already overheated market.

Factors driving the unprecedented price runup include:

- Strong demand. Low interest rates have fueled new home sales, which hit a record 1.2 million annual rate in June and fell just slightly in July.
- Lean inventories. The economy prompted manufacturers to cut production and retailers to keep inventories lean. When home buying gained steam in the spring, both were caught off guard.

- Mother Nature. Unseasonably wet weather in the south hampered logging of southern pine. Forest fires in western states and British Columbia threatened supplies of Douglas fir.

Big retailers say they have access to ample supply, for those willing and able to pay the price. *Random Lengths*, a widely-read industry newsletter, noted that, "OSB's historic price run reached stratospheric levels as producers aggressively raised quotes, often several times per day. Do-it-yourselfers with small remodeling projects may not be hurt by higher costs. But some contractors are feeling the pinch. Contractors throughout the country have reported increases in the cost of OSB and plywood. Economic analysts at NAHB are hopeful that prices will begin to ease within a few months, but contractors may have to deal with high, and maybe higher, prices in the short term.

Pella wins OVNARI golf tournament

The 2003 Ohio Valley NARI Golf Tournament attracted 100 golfers to Twin Oaks Golf Course on August 14. When the last player had holed-out, the Pella Windows team of Fred Cernetisch, Matt Trumpy, Terry Long, and Jeff Ward had recorded the winning team score.

The event ended with a steak dinner in the Twin Oaks clubhouse.

Sponsors of the tournament included Sibco, which provided the drink cart, and hole sponsors James Hardie Building Products, CabitDesign, Philip Wirtz Hardwood Floors, Advanced Management Concepts, Pella Windows, Alcoa Home Exteriors, ProSource, Architects Plus, Nationwide Floor & Window Coverings, Marsh Building Products sponsored the hole-in-one contest.

Again this year Neil Winter chaired and organized the tournament, with the assistance of board Social Committee liaison Tudor Morse, CR.



Coming Events

September 11, 2003 - 6:30 p.m.

Topic: Design/Build

Presenter: Stan Better

Location: Holiday Inn I-275 North

October 9, 2003 - 6:30 p.m.

Topic: Supplier Showcase

Location: Holiday Inn I-275 North

November 13, 2003 - 6:30 p.m.

Evening of Excellence

Montgomery Inn at the Boathouse

OVNARI planning supplier night event for October 9 meeting

There's no local Cincinnati equivalent of the Remodelers Show, so to help contractors and their suppliers get better connected Ohio Valley NARI is organizing a Supplier Night program to be held from 6:30 p.m. until about 9:30 p.m. on Thursday, October 9, at the Holiday Inn I-275 North.

Suppliers of goods and services to remodeling contractors in southwest Ohio and



northern Kentucky are invited to showcase their products and capabilities on six-foot display tables. NARI contractor members are encouraged to bring their employees and subs to see the displays and meet the vendors.

There will be a cold buffet and a cash bar, so no one will go hungry (or thirsty) during the evening.

It's a great opportunity for everyone in the Cincinnati remodeling community to get better acquainted. And the price is right for everyone. A display table costs only \$125, including three dinners for supplier representatives. The dinner cost for contractors, their employees, their subs, and additional supplier representatives is only \$15 per person. At these prices every Ohio Valley NARI member can bring their entire company for an evening of fun, fellowship, and information.

To reserve a supplier night table, mail or FAX the Vendor Night application to the Ohio Valley NARI office. A copy of the application is enclosed with this newsletter. If you have questions about the event contact NARI at 800-498-6274.

We look forward to seeing a big crowd at the Holiday Inn on October 9. Put this date on your calendar or in your PDA now and plan to join other members of the Cincinnati area remodeling industry at Supplier Night.

The next hot remodeling project?

Given the type vehicles contractors typically drive, most of us can relate to this new trend in residential construction.

Now that sport utility vehicles are gaining in popularity, the standard two-car, 21-foot-by-21-foot garage is no longer large enough to accommodate a family's vehicles. Although Cadillac Escalades, H2 Hummers,



and other SUVs actually can fit in the traditional garage, their massive size leaves home

owners little leftover space for bicycles, lawnmowers, work benches, sports equipment and other items.

A growing number of custom home builders are responding by making three-car, 22-foot-by-22-foot garages with nine-foot-high door openings the new standard. If there is room on the lot, home owners can add an unattached three-car garage as well. Contractors can even make luxury, two-story garages with hydraulic lift systems to easily accommodate four cars, but most home owners would find it cost-effective to simply purchase more land and expand.

Remodelers have been building room additions for years. Will the next "must have" home improvement be a garage addition? It could happen.

CotY deadline is just two months away

The deadline for receipt of Contractor of the Year Award entries at the Ohio Valley NARI office is Monday, November 3.

If you intend to submit a CotY entry--or entries--you should be taking photographs and collecting information to document your best projects.

Complete information about the local CotY program and CotY entry forms are available for download in the "Members Only" section www.naricincinnati.org. Start planning your CotY entry today.



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Workers' comp program changes *(continued from page 1)*

second group has performed around 50% credit.

With NARI's participation in the Frank Gates NENA program, NARI members in all industry groups will be have a host of credit groups available. Each member's loss ratio will determine the group for which they qualify. Each group will be very large, stable and strong.

Your membership will still be with NARI

and the enrollment materials you receive from Frank Gates will be very much the same. The only difference is that NARI members will merit their way into a variety of savings groups - each one right for them and each one very competitive in the market.

If you have questions about this process please call Lloyd Markley of the Frank Gates Service Co. at 614-793-5401. If you desire to see what the NARI program, in concert with NENA, can do for your bottom line, please complete the AC3 form enclosed with this newsletter and send it to Frank Gates today.

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

The Ohio Valley NARI newsletter, *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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