

## NARI members will get together for tapas at Latitudes Informal social hour planned for September 10 at trendy east side cafe

Are you ready to take a late summer afternoon break and share some quality time with other remodelers and suppliers? If so plan to join Ohio Valley NARI members for an informal get-together at Latitudes Cafe, in Milford, on Thursday, September 10.

There's no program; no agenda. Just a bunch of NARI people getting together to discuss the sorry state of the Reds, swap remodeling war stories, toss around some ideas about what OVNARI can do next year to better serve members, and maybe solve all the problems of the remodeling business over some root beers and tapas.

Show up at Latitudes around 5:00 pm—or a little later if you like. You're sure to run into NARI friends any time for the next few hours.

If you're not acquainted with Latitudes, it's a tapas bar with a menu featuring such items as crab cakes, Yukon gold potatoes (with honey curry mayo and sweet red chili sauce), Asian



*Latitudes Milford location*

chicken lettuce wraps, coconut tiger shrimp, jerk chicken kabobs, and a tapas-size filet mignon.

Latitudes is at 18 Main Street, in Milford. From I-275 take the Milford Parkway exit. At the second light turn left onto US-50/Lila Ave., then turn slight left onto US-50/Ohio 28 (Main Street). Latitudes Cafe is in the last block on the left. Parking is located on Main Street, in the Park National Bank parking lot or behind Latitudes off High Street.

Latitudes is going to provide a special tapas buffet for NARI members. The cost for that, plus two drink tickets, is just \$25. Call the NARI office at 800-498-6274 or send e-mail to [info@naricincinnati.org](mailto:info@naricincinnati.org) to make reservations.

### After work get-together

- What:** An informal NARI social hour  
**Program:** Anything anyone wants to bring up!  
**When:** Thursday, September 10  
**Where:** Latitudes Cafe  
18 Main Street, Milford  
**Time:** 5:00 pm, until . . . . .  
**Cost:** \$25 covers a tapas buffet and two drink tickets  
**RSVP:** Ohio Valley NARI at 800-498-6274

# NARI/NKBA golf tournament attracts 60+ players to Glenview Golf Course

The first joint Ohio Valley NARI and National Kitchen and Bath Association Southern Ohio-Kentucky Chapter golf outing attracted more than 60 players to Glenview Golf Course on August 13.

The weather cooperated. It was by all accounts a perfect day for golf. There was not even a refreshing shower such as we enjoyed last year!

When the last team had checked in and scoring was completed Mike Pastura, Mark Pastura, Jerry Couzins, and Jeff Couzins, playing for the Exteriors Unlimited #3 team, took first place honors. Under Peoria scoring the Lutron team of Brad Montgomery, Mark Walflart, Rick Sietz, and Doug Dodd were in first place. Hole contest winners were Bryan O'donnell and Mark Pastura, Closest to the



*An early evening steak dinner in the Glenview dining room followed the tournament.*



*Jeff McCoy (left) and teammates wait for this putt to drop in the hole. Jeff, assisted by Steve Zimmer, CR, chaired the golf event for Ohio Valley NARI.*

Pin; Sam Luckett and Bob Beres, Longest Drives; Rick Wietmarcher and Jeff Couzins, Longest Putts.

Major sponsors of the event were KBR, Platinum Sponsor; Viewings AVA, Beverage Cart Sponsor; and Cincinnati Floor and Window Coverings and Choice Brands, Lunch Sponsors and Union Savings Bank and Jamestown Realty, \$10,000 Hole-in-One hole sponsor.

Hole Sponsors were, Ossege Combs & Mann CPA, Building Value, Living Spaces Custom Design, Pella Windows and Doors, Keidel Supply, RSVP Ohio, Mueller Roofing, Miele Inc., Donohoo Cupp & Beck CPA, Digimax Graphics Plus, Ferguson Enterprises, Whirlpool, Cincinnati Building Resources, Lutron Electronics, and Choice Brands.

Jeff McCoy and Steve Zimmer, CR, chaired the event for Ohio Valley NARI.



*It's not exactly a shotgun, but this little cannon, which packs a pretty big "Bang!" that can be heard at all of Glenview's 27 holes, signaled the start of the tournament.*

## 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.

### Ohio Valley NARI Board of Directors

*Chairman of the Board:* Brett Howard, Pella Windows & Doors  
*President:* April Cowan, CKBR, The Front Gate  
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# Feature Vendor Night will bring suppliers and contractors together

If you are a supplier of goods or services of any type to remodelers you can introduce yourself to the area's leading home improvement contractors for just \$150 at the 7th Annual Ohio Valley NARI Feature Vendor Night on Thursday, October 8, at the Holiday Inn I-275 North.

For contractors it's a deal you can't refuse. You can bring your entire family and crew to meet suppliers and enjoy an all-you-can-eat deli dinner for just \$25. That's not \$25 a person; it's \$25 for everyone associated with your company!

This popular annual event is a fun and social evening with a serious purpose. It's an opportunity for vendors to meet new prospective customers, and for remodelers to find new sources for the products and services they need. You can win great door prizes and the winner's share of the split-the-pot game is usually the biggest of the year. Last year's winner took home about \$85.

Vendors can order a display table (or a space for a pop-up display) for just \$150. That includes dinner and beverages for up to three representatives from the exhibiting company. Vendors are also encouraged to provide door prizes valued at \$25 or more to be awarded to remodeler representatives during the evening.

Setup begins at 5:00 p.m. on October 8; the

## Such a deal!

### Discounts available to Ohio Valley NARI Members

Cincinnati/Northern Kentucky Home Improvement Guide advertising rates discount contact Greg Smith (513) 615-9014

Frank Gates Service Co. NARI Workers Compensation Group Rating Program contact Al Gardner (800) 777-4283 ext 757

Kinker-Eveleigh Agency NARI property and casualty business insurance program contact Don Ebding (513) 936-1284



Participating vendors gave brief presentations at the 2008 Feature Vendor Night. Here John Richardson, CRA, discusses DuPont Tyvek, while event chair Matt Bliemeister looks on.

doors open to remodelers at 6:30 p.m.

To apply for display space at Feature Vendor Night fill out the Vendor Display Table Application side of the form included with this newsletter and return it to the Ohio Valley NARI office by mail or FAX.

It's not too early to sign up your crew either. There's a form for that in this newsletter, too.

#### 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

### A few tips on preparing winning local and national CotY entries

The deadline for local Ohio Valley NARI Contractor of the Year award entries is just about two months off, so you should already be in the early stages of planning your entries. It's amazing how rapidly two months can pass when you're busy!

Obviously, the first step in the CotY process is selecting CotY caliber projects from among the many jobs you have completed in the last year. Then you need to plan a strategy for presenting your entry in a manner that helps the judges distinguish your project from the competition.

The following tips from judges and NARI staff are based on feedback from recent program years.

- Plan your entry. A winner's entry is always well thought out. Arrange your photos, drawings, project descriptions, etc., in a way that's easy to follow from the beginning to the end of the project.
- Describe the client's needs/wants, and be sure your entry shows how you met those needs. Point out any obstacles and how they were handled. A concise project description at the front of the entry can help the judges understand what you were trying to accomplish, laying the groundwork for the project before they get into the detail.

- Avoid filling up your entry pages with too many words. Include only details that will help the judges determine why your project deserves high marks.

Don't be shy about asking for advice. Several regular OVNARI CotY winners, including Larry Kessler, CKBR, and Neal Hendy Jr, CR, have volunteered to help other members create effective entries. Take advantage of this generous offer of assistance.



### Coming Events

#### **Feature Vendor Night**

Thursday, October 8  
Holiday Inn I-275 North

#### **Membership Meeting**

Thursday, November 5  
Green Diamond Gallery  
Dinner hosted by Viewings AVA

#### **CotY Awards Deadline**

Monday, November 2  
OVNARI office

#### **Evening of Excellence Dinner**

Thursday, December 10  
Montgomery Inn