



THE NARI RENOVATOR

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

September 2007

www.naricincinnati.org

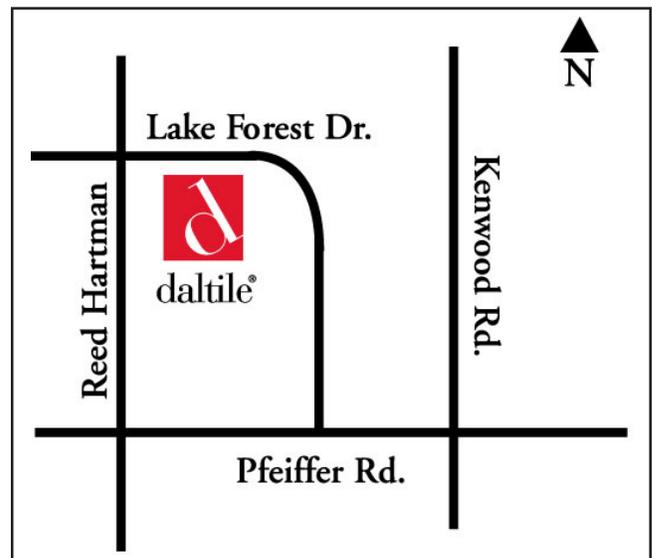
Dal-Tile will host September OVNARI meeting

Presentation on tile is approved for NARI and other recertification credit

Owners and employees of Ohio Valley NARI member companies will get a crash course in tile selection, installation, and maintenance when the Dal-Tile Cincinnati tile and stone facilities host the September membership meeting of OVNARI.

The meeting will be at 6:30 p.m. Thursday, September 13, at the Dal-Tile facilities on Lake Forest Drive, in Blue Ash.

In addition to tours of the Dal-Tile showrooms and other facilities, the meeting will feature a presentation by Marsha McCauley, Dal-Tile technical representative, that is approved by NARI and other certification programs for one hour of continuing education credit. If you need CEU credits to renew your CR, CRS, CRA, CKBR, or CLC certification—or certification by other associa-



tions—this meeting is a “must.” (And what better way to spend an evening than looking at and learning about beautiful tile and stone products?)

Oh, and dinner will be served, courtesy of Dal-Tile.

Dal-Tile is the largest U.S. ceramic tile manufacturer, and one of the largest in the world. The Dallas-based company, which was established in 1947, operates ten manufacturing facilities in the U.S. and Mexico and employs approximately 10,000 people.

Dal-Tile owns two of the most famous brands in the ceramic tile industry, DalTile® and American Olean®.

As a courtesy to Dal-Tile please RSVP for this meeting to the Ohio Valley NARI office by Monday, September 10, so our hosts will know how many visitors to expect. Call the office at 800-498-6274 or send e-mail to info@naricincinnati.org.

September meeting

What: Supplier Night Meeting

Date: Thursday, September 13

Time: 6:30 p.m.

Where: Dal-Tile

4650 Lake Forest Drive, Blue Ash

Program: Training in tile selection and installation with CEU credit for NARI and other certification

Cost: Hosted by Dal-Tile

RSVP: Ohio Valley NARI at 800-498-6274

Sign up now to attend or exhibit at Ohio Valley NARI Feature Vendor Night on October 11 at the Holiday Inn

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 5th Annual Ohio Valley NARI Feature Vendor Night on Thursday, October 11, at the Holiday Inn I-275 North.

For contractors it's a deal you can't turn down. 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.

Vendors can order a display table (or a space) for just \$150, which 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 11; the 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.

If you are a remodeler, why wait? Register your crew right away. It's not going to get any cheaper if you wait 'till the last minute!

Ohio Valley NARI welcomes five new NARI certified professionals

Ohio Valley NARI welcomed five new NARI certified professionals to the Cincinnati area when five owners and employees of NARI-member companies completed over two months of preparation training, then took and passed the rigorous certification examinations.

John Ashton, CR, Baths Plus; Bob Bollmann, CR, Hollon Construction Company, and Eric Hertzfeld, CR, Kessler Construction, earned the Certified Remodeler designation.

New Certified Lead Carpenters are Greg Christman, CLC, Hollon Construction Company, and Nicholas Hollon, CLC, Hollon Construction Company.

They join 20 other remodeling industry professionals who own or work for NARI member companies who have earned Certified Remodeler, Certified Kitchen and Bath Remodeler, Certified Remodeler Specialist, Certified Remodeler Associate, or Certified Lead Carpenter credentials.

NARI Certified Remodelers (CRs) are professional remodelers who provide a full range of remodeling services. To become a CR, candidates must possess skill and knowledge in a broad range of business management and technical skill areas and must demonstrate that expertise by passing a comprehensive examination. To qualify for the CR designation, applicants must be employed by or own a firm that derives at least 90% of its sales volume through remodeling work, have a minimum of five years continuous experience in the remodeling industry and complete 16 hours of continuing education

NARI Certified Remodeler Specialists (CRSs) are professional remodelers who focus on specific type of work and serve the needs of homeowners interested in their area

(Continued on page 6)



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: Jeff McCoy, Exteriors Unlimited
President: Larry Kessler, CKBR, Kessler Construction Services
Vice President: Brett Howard, Pella Windows & Doors
Secretary/Treasurer: Matt Bliemeister, Nationwide Floor & Window Coverings
Directors: Ed Kramer, CR, CKBR, Cabit Design; Don Patten CR, CKBR, Don Patten Remodeling, LLC; Greg Pitsick, Bluestone Construction LLC

Ohio Bureau of Workers' Compensation offers on line safety and health courses

The Ohio Bureau of Workers' Compensation Division of Safety & Hygiene Training Center offers 64 occupational safety, health, and ergonomic courses in twelve locations statewide and seven online courses.

All courses are offered at no cost to Ohio employers who pay into the Ohio workers' compensation insurance fund. Courses emphasize practical application of safety principles, developing a safety culture, and providing information about current and proposed standards for regulatory compliance.



Courses especially useful to contractors include the following:

- Accident Analysis
- Advanced Rate Making
- Behavior-based Safety Systems
- Certified Safety Professional (CSP)
- Controlling Costs Through Claims Management
- Controlling Workers' Compensation Costs
- Electrical Hazard Recognition and Abatement
- Emergency Preparedness Planning
- Enhancing Safety Through a Drug-free Workplace
- Fall Hazards in Construction and Maintenance
- First Aid in the Workplace
- Fundamentals of an Effective Safety and Health Program
- Got Mold?
- Hazard Communication
- Indoor Air Quality
- Job Safety Analysis
- OSHA Recordkeeping
- 10 Step Business Plan

- Personal Protective Equipment Selection Criteria
- Avoiding Back Trauma
- Getting Started with Safety
- Industrial Hygiene Overview: Recognizing Occupational Health Hazards
- Ladder/Stairway Safety: Preventing Slips/Trips/Falls

To enroll in an Ohio BWC Training Center class go to www.bwclearningcenter.com. If it's your first visit to the site click on First Visit and complete the information form. You will need to enter your BWC policy number, so have it available.

Once you have been set up as a user you should automatically be sent to the home page, where you will click on Learning Center, then on Course Information & Enrollment. Search by keyword to find courses of interest to you, then click on the information icon of a course for dates and location information.

For assistance, please call 1-800-OHIOBWC, option 2, 2, 2.

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 Exteriors Unlimited team of Jeff McCoy, Brian Vickers, Ray Winialski, and T.J. Reed putts out on the 9th green.

Mid-90s temperatures don't faze golfers in 2007 Ohio Valley NARI tournament

It may have been the hottest day of the year (or at least close to the hottest) but that didn't deter an intrepid crowd of NARI members and guests from enjoying 18 holes of championship golf at Sharon Woods on August 9,

The 2007 renewal of the annual social and recreational tradition was made possible by the participation and financial support of Platinum Level sponsor Pella Windows and Doors of Cincinnati; Lunch at the Turn sponsors Nationwide Floor & Window Coverings, Wirtz Hardwood Floors, and Cabit Design; Beverage Cart sponsors Marsh Building Products and Anderson Windows and Doors; Contests sponsor Mike Castrucci Chevrolet, and hole sponsors Stone Statements, Digimax Signs & Design, Alcoa Home Exteriors, National City Bank, Nisbet Brower, Interstate Insurance, Custom Distributors, Kessler Construction, Alside Supply, Ferguson Enterprises, Whitewater Building Products, Union Savings Bank, Donovan Donahoo Jr CPA, Mueller Roofing Distributors, and Neal's Design-Remodel.

Companies that donated grab bag items

and door prizes included Paslode, Alcoa Home Exteriors, Mike Castrucci Chevrolet, Ferguson Enterprises, Jamestown Realty, Pro-Trim/Alum-A-Pole, Union Savings Bank, Cincinnati Bell, Nationwide Floor & Window Coverings, Marsh Building Products, Pella Windows & Doors, Velux Skylights, Delta Faucet, National City Bank, and Mueller Roofing Distributors.

As might be expected with temperatures in



Steve Zimmer, Dawn Soudrette, Greg Kelly, and Larry Sunderhaus, the eventual low net team, cool off at lunch after nine holes.



Dawn Soudrette, pictured here with Tournament Chair Jeff McCoy, was (arguably) the big winner in the door prize drawings with this Ryobi 18v battery-powered tool kit donated by Jamestown Realty. She was also a member of the low net winning team

the mid-90s during the round, the most popular places on the course were wherever a beverage cart happened to be and the drink coolers at the clubhouse snack bar!

When the last scorecard was turned in the leaderboard showed the team of Jeff Couzins, Jerry Couzins, and Mike Pastura at the top with the low gross score. The first place net score winners were the team of Dawn Soudrette and Larry Sunderhaus, from Whitewater Building Products, and Steve Zimmer and Greg Kelly, from Steve Zimmer Remodeling. Second place net went to the Ferguson Enterprises team of Mark Wafart, Mark Michaelson, Robbie Routt, and Tony DiChristoforo.

Proximity contest winners were Tony DiChristoforo and John McCoy, Closest to the Pin; Robbie Route and Mark Wafart, Long Drive; and Dan Honious and Tom Frey, Long Putt.

There was a four-way tie in the skins game among Mark Wafart, Mark Michaelson, Robbie Routt, and Tony DiChristoforo (who won two holes); Dave Lagreca, Eddie Allen, and Joe Landon; and Larry Kessler, Tom Gerdes, Eric Hertzfeld, and Brian O'Donnell.

The outing wrapped up with a steak and chicken buffet dinner in the Stonewood Banquet Center section of the clubhouse.

Slow but steady remodeling business growth is projected through first quarter of 2008

Growth in home improvement expenditures is expected to remain in the low single-digit range for the next nine months, according to the Leading Indicator for Remodeling Activity (LIRA) developed by the Joint Center for Housing Studies at Harvard University.

The latest index showed 2.4% growth in home-owner remodeling activity in this year's second quarter on a four-quarter moving rate of change basis, or a total of \$185.0 billion; and projected 2.4% growth for the third quarter (\$185.3 billion); 3.0% in the fourth quarter (\$183.1 billion); and 3.4% in the first quarter of 2008 (\$186.8 billion).

Home owner spending for home improvement activity will essentially remain constant through the first quarter of 2008, with overall growth in spending for this year projected to be 3.0%.

"Home owners continue to draw on built-up equity in their homes to finance home improvements," said Nicolas Retsinas, director of the Joint Center for Housing Studies. "However, the pace of spending remains moderate and tempered in the context of a very soft housing market.

Such a deal!

Discounts available to Ohio Valley NARI Members

Cincinnati Business Courier advertising contact Wende Powell (513) 337-9454

Cincinnati-Northern Kentucky Home Improvement magazine advertising 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



Ohio Valley NARI

Serving the Cincinnati Metropolitan Area

136 South Keowee Street • Dayton, Ohio 45402

800.498.NARI

Certification *(Continued from page 2)*

of technical expertise, such as concrete and masonry work, electrical work, insulation, mechanical systems, plumbing systems, and roofing and siding. Qualification requirements are identical to those for Certified Remodelers.

NARI Certified Remodeler Associates (CRAs) support the remodeling industry in professions such as architecture, design, manufacturing and sale of building products, and consultants. CRA candidates must have a minimum of five years continuous service in support of the remodeling industry as an architect, designer, educator, manufacturer, publisher, supplier, or consultant, and meet all other certification requirements.

NARI Certified Kitchen and Bath Remodelers (CKBRs) provide remodeling services specific to kitchens and bathrooms. To become a CKBR, candidates must possess skills and knowledge focused on the requirement of materials, layout, and installation of kitchens and bathrooms, and must fulfill the requirements for other certification types.

NARI Certified Lead Carpenters (CLCs) are the hands-on field personnel who oversee every aspect of the project: customer satisfaction, personnel management, administration, etc. while working on the project. Like other NARI-certified professionals, CLCs must have

a minimum of five years continuous practice in the remodeling industry, with at least two of those years as a lead carpenter, which is defined as a remodeling professional who is involved in tasks and has responsibilities beyond the technical production aspects of a project. He or she is responsible for customer contact and communication, supervision of subcontractors and employees, managing the job site, scheduling, and safety issues.

Steve McCord, CR, assisted by Education/Certification Chair Ed Kramer, CR, CKBR, directed the 2007 certification program.



Coming Events

September Meeting

6:00 p.m., Thursday, September 13

Tile Installation Techniques

Dal-Tile

4650 Lake Forest Drive

Feature Vendor Night

6:00 p.m., Thursday, October 11

Holiday Inn I-275 North

Evening of Excellence Dinner

6:00 p.m., Thursday, December 13

Montgomery Inn