



THE NARI RENOVATOR

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

February 2005

www.naricincinnati.org

February meeting will focus on moisture control methods 90-minute mini-seminar will cover strategies to head off water problems

The related issues of decay, mold, and moisture are among the most serious matters currently affecting the light construction industry. At the February Ohio Valley NARI dinner meeting Cincinnati area remodelers will get extensive training in moisture management in a mini-seminar by Brent Rice, Tyvek product specialist, with Parksite Plunkett-Webster.

Brent will give a 90-minute presentation on strategies to minimize the possibility of moisture problems occurring in new and existing construction. Obviously, some of the strategies will involve use of Tyvek housewrap, but the discussion will not be limited to applications for this widely-used building material.

This will be Brent's second visit with Ohio Valley NARI members. He was the guest speaker at a supplier night meeting hosted by Pella in June 2003. At that meeting he demonstrated a flashing technique that practically eliminates water incursion around windows.

This promises to be an exceptionally interesting and useful educational program for

NARI members and guests. Plan now to attend the dinner meeting and to bring other members of your crew.

The meeting will start at 6:30 p.m. Thursday, February 10, at the Holiday Inn I-275 North, located on Hauck Road at I-275 Exit 46 (Route 42). The cost of the meeting is \$25 for NARI members and \$30 for nonmembers. The dinner menu for the evening is the always popular London broil.

To make reservations for the February dinner meeting call the Ohio Valley NARI office at 1-800-498-6274 or send e-mail to info@naricincinnati.org.

Three Ohio Valley NARI members receive six CotY Awards at January meeting

A large crowd of over 35 people attended the first Ohio Valley NARI meeting of 2005, which was held on January 13 at the Holiday Inn I-275 North.

The main event of the evening was presentation of six Contractor of the Year Awards to three OVNARI members.

At the meeting Kessler Home Improvement received the CotY in the Residential Kitchen \$30,000 to \$60,000 category.

Murphy Home Improvement received CotY recognition for outstanding projects in the Residential Interior and Residential Exterior awards.

Neal's Design & Remodel received awards in the Residential Bath \$30,000 and Over, Residential Kitchen \$60,000 and Over, and

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Call NARI to R.S.V.P.

- What:** February Dinner Meeting
When: Thursday, February 10
Where: Holiday Inn I-275 North
Hauck Road @ I-275 Exit 46
Time: 6:30 p.m.
Call: Ohio Valley NARI at 800-498-6274
Cost: \$25 for NARI members

Consumers put energy conservation at top of wants list when buying windows

If you are in the replacement windows business you may be interested in the results of a new nationwide survey of homeowners by the National Fenestration Rating Council.

The study report, which was published in the fall of 2004, shows that NFRC's outreach efforts have succeeded in tripling awareness of NFRC among homeowners who are shopping for new windows, doors, and skylights.

Fifteen percent of respondents said they were aware of NFRC. That compares with just five percent who knew of NFRC and its rating and certification programs in a survey conducted in 1998.

Of all the factors homeowners consider when they shop for new windows, the survey shows that energy performance is by far the most important. When asked how important various factors were in their window buying decisions, 97 percent said energy performance was "important" or "very important." The 1998 survey found the same result.

After energy performance, homeowners ranked durability as the second most important factor (92 percent), followed by price (88 percent), appearance (87 percent), and warranty (80 percent). Brand name came in dead last at 27 percent, suggesting that - at least in the abstract - homeowners don't care who

makes the window as long as it meets their other criteria.

The survey also found that when homeowners enter the market for new windows, it's usually because they want to increase the energy efficiency of their homes. More than half (54 percent) said that increased energy efficiency would prompt them to buy new windows. Thirty percent said normal wear

and tear, 28 percent said remodeling their existing home, and 12 percent said adding an addition to their existing home. Some of the "other" reasons given included building a new home, installing windows that are easier to clean, and wanting a new look for the house.

When it comes to information about window energy performance, homeowners look to utilities more than any other source. Three quarters

of the respondents said that they think utilities are an important information source. Contractors came next (67 percent), followed by manufacturer literature (61 percent), and friends (58 percent).

When homeowners think of energy-efficient windows, the benefits that are most important to them include reduced energy costs and energy use, keeping the cold out or the heat in, and letting in lots of light. Further down the list were reduced condensation, less fading, and less glare.

With all other factors being equal (price, quality, etc.), nearly 90 percent of homeowners said that they would purchase a window that is certified by an independent energy performance rating agency over a window that is not certified.

NFRC is a non-profit organization that administers a rating and labeling system that provides accurate and reliable energy performance information about windows, doors, and skylights.



THE NARI RENOVATOR NARI 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.

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CKBR candidates from Cincinnati and Dayton lead nation in exam scores and passing rate

The December issue of *The NARI Renovator* reported that three members of Ohio Valley NARI had completed a 10-week preparation program and passed the rigorous Certified Kitchen and Bath Remodeler examination.

The story was accurate, but incomplete. The NARI national office subsequently informed the Ohio Valley NARI and Miami Valley NARI office that not only did all ten CKBR candidates from Cincinnati and Dayton pass the examination, they passed with the highest average scores achieved by any CKBR class since the newest NARI certification program was introduced in the summer of 2003. The class was also the first in the nation in which all certification candidates passed all sections of the examination without the need to retake any parts of the test.

Kip Bohachek, CR, was the the CKBR program instructor. Successful CKBR candidates from Ohio Valley NARI were Ed Kramer, CR, CKBR; Don Patten, CR, CKBR; and Larry Kessler, CKBR. Miami Valley NARI members who earned CKBR certification were Bob Malchow, CR, CKBR; Erich Eggers II, CKBR; Bill Bilbrey, CR, CKBR; Jeffrey M. Roberts, CKBR; Peter Price, CR, CKBR; John Bordenkircher, CKBR; and Carrie Bordenkircher, CKBR.

Once again southwest Ohio remodelers have set an example for other NARI members throughout the nation to follow. Miami Valley NARI continues to have the highest concentration of NARI-certified professionals of any chapter in the U.S.

January meeting *(Continued from page 1)*

Residential Addition \$100,000 to \$250,000 categories.

In addition to representatives from the award-winning companies another special guest at the meeting was Jim Turner, NARI Region IV vice president and president of NARI of Central Ohio. Jim gave a report of news from the NARI national office, and updated OVNAR members on the status of state contractor registration/licensing legislation.



NARI office expansion adds conference room

A 1,000 square foot addition has brought much-needed meeting and training facilities to the NARI office in downtown Dayton. The new addition includes a file room and a conference room that can accommodate 20 or more meeting or training program participants. The conference room features a table with built-in electric power connections for individual computers, and Wi-Fi wireless internet access for meeting participants. Transfer of filing facilities to the new file room created additional working space in the NARI mail room. The new facility will be the site of future NARI certification classes.

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
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“Must Have” home features start at the top and make their way to the mainstream

Luxury-home features have a way of making their way into mid-price, and eventually low-end housing.

A good example is central air conditioning, which is now virtually standard in every home, from mansions to single-wides. Many production builders are now offering granite countertops, multi-bay garages, and multiple family rooms and offices, among other features.

One of the latest trends to trickle down from the stratospheric range is stone exteriors, which can be attributed to the popularity of French architecture as well as to the fact that they are durable and require little maintenance. Other features that are becoming more mainstream include specialty spaces, such as prayer rooms, spas, and home theaters.

Affluent buyers are now incorporating elevators, outdoor eating areas, shallow wading pools, year-round screen porches, high-tech security systems, and “safe rooms” in their new home plans.

Remodelers may be called on to add such features to existing homes whose owners want to have the latest housing amenities, but who like their neighborhood or just don’t want to go through the challenge of moving to a totally new home.

One surprising luxury feature that’s showing up in more and more new and remodeled homes in all market segments these days is used doors.

That’s right, used doors! In December *The Wall Street Journal* reported that a growing number of home owners are purchasing doors made of salvaged wood to jazz up their front entryways. Sellers of antique doors have seen double-digit sales gains in the past year.

Home owners can expect to shell out about \$450 for a basic two-panel door made of antique walnut, oak or mahogany. Those interested in intricate carvings and leaded-glass side lights, meanwhile, should be prepared to spend at least \$10,000.

Perhaps this trend started with William Randolph Hurst, who filled his California castle with plenty of used building material from the palaces of Europe.



Coming Events

February Dinner Meeting

February 10, 6:30 p.m.

Holiday Inn I-275 North

Moisture Control Strategies

a miniseminar by

Brent Rice, Tyvek Product Specialist

Parkside Plunkett-Webster