

## March OVNARI meeting will be at Marsh Loveland branch Alcoa regional sales manager will discuss industry trends and business outlook

If you missed the Montgomery Inn buffet at the February Ohio Valley NARI meeting at Mees Distributors you'll certainly want to be at the March meeting on Thursday, March 11, at Marsh Building Products in Loveland. Neil Winter reports that they will be serving Montgomery Inn food, too.

In addition to great food, Marsh has arranged an outstanding program for the evening. Lloyd Showalter, Central Region sales manager for Alcoa Building Products, will be the guest speaker. His presentation will focus on trends in the residential construction industry and the business outlook for the industry. We assume he may mention some Alcoa products, but that's not the focus of the presentation.

This will also be an opportunity for those who have not yet visited the Marsh branch in Loveland to tour this fairly new facility.

Marsh is located at 10078 E. Kemper Rd., in Loveland. It's right by the Little Miami

River. From I-275 take Loveland-Madeira Road (Exit 52) north to Kemper Road. Turn right (east) on Kemper. Marsh is a little more than a half mile from the intersection.

Marsh is hosting the dinner, so we want to give them the courtesy of an accurate attendance estimate. Please call the NARI office at 1-800-498-6274 to R.S.V.P. for the meeting by noon Tuesday, March 9.



### Call to RSVP

**What:** March OVNARI Dinner Meeting  
**When:** Thursday, March 11  
**Where:** Marsh Building Products  
100078 E. Kemper Rd., Loveland  
**Time:** 6:30 p.m.  
**RSVP:** Ohio Valley NARI at 800-498-6274  
**Cost:** Hosted by Marsh Building Products

### Mees Distributors hosted February meeting

*Howie R. Mees (with clipboard), vice president of Mees Distributors, Inc., personally conducted Ohio Valley NARI members on a tour of the warehouse and stone fabrication facilities at Mees Distributors at the February OVNARI meeting. Mees, which has offices in Cincinnati, Dayton, and Columbus has one of the largest facilities for custom fabrication of natural stone slabs in the United States. Their capabilities include etching scanned images of all types onto the surface of stone slabs.*

## Visit to Mees is spectacular success by Greg Fischer, CR, President of Ohio Valley NARI

Our February membership meeting was quite unexpectantly spectacular. How can going to a stone and tile dealer be spectacular, you ask? Well you should have been there. Mees Distributors was such a gracious host by treating us with kid gloves and Montgomery Inn ribs and chicken. After our delicious dinner in what just has to be one of the most complete showrooms in the country, we listened to a seminar on cleaning and sealing natural stone and ceramic tile.

One of the many benefits of being a member of Ohio Valley NARI is the continuing education which we strive to seek out and present. I can't begin to tell you all the information that was shared with us but I do want to give you a few important tips you may not already know. Howard Mees brought a representative from Stone Tech all the way from Canada to talk about the maintenance and restoration of natural stone and ceramic tile.

One fact we learned was that limestone,

marble and travertine are acid sensitive and will be etched by an acid solution. By contrast granite, slate and ceramic tile are not acid sensitive. This is why granite makes such a good countertop material in the kitchen, acid juices from fruits and other cooking potions cause no harm. This is also why you should use pH neutral cleaners instead of acid based cleaners from the



*Norb Boh, CR, left, and Greg Fischer, CR, Ohio Valley NARI president, center, listen as Brad Back, Mees Distributors sales representative, explains the process of etching images onto the surface of stone slabs.*

grocery store. You do need to seal granite because it is porous and will absorb an amazing amount of liquid. Mees has the knowledge, experience and products to take care of any stone situation. They can help you do the work or recommend a non competing tradesman to do it for you.

Mees can also do laser scan stone sculpting. They made the 50' x 20' limestone mural for the Great American Ball Park out of 33, 5' x 7' limestone panels. This is a first of its kind in the United States to be produced by a CNC machine. They can make or reproduce any kind of molding or architectural trim with this machine. If you need sculpted stone for new or restoration work, they can do your job.

In the tile lines, Mees carries ceramic and  
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## Coming Events

**March 11** - 6:30 p.m.

Topic: Industry Outlook  
Location: Marsh Building Products  
Cost: Hosted by Marsh

**March 23** - 8:15 a.m. to 5:00 p.m.

Topic: Remodeler's Forum  
Location: Roberts Center, Wilmington  
Cost: \$129

**March 24 & 25** - 8:00 a.m. to 5:00 p.m.

Topic: Chief Architect Seminar  
Location: Sinclair Community College  
Cost: \$595

### April Meeting

The April meeting will be moved to the third week of the month to avoid conflict with the Holy Week and Passover holidays.

## Membership action report by Julie Bliemeister, Ohio Valley NARI Membership Chair

Here's some action packed news for you. Ed Stanton, Home Depot contractor liaison, who plans to join Ohio Valley NARI as soon as he can get all the formalities through the proper corporate channels, invited OVNARI to participate in their contractor luncheon at the West Chester store on Friday, March 5. What great opportunity for us to solicit new members.

While speaking with Ed on the phone, I was thinking this is really great!! NARI gets exposure, Home Depot gets NARI contrac-



tors to come in and check them out, and the general contractors are going to run across some awesome pricing deals, going on for this event. Every one gets to benefit!!! I would really like to encourage

every NARI member to make it a point to thank Ed for his support of NARI.

Every Home Depot store has a Commercial Desk staffed with a team of knowledgeable associates whose top priority is to help contractors get jobs done on time and on budget. Contractors can call, FAX or come to a nearby Home Depot store for professional assistance with commercial business needs. Ed's luncheon introduced contractors to the services available to them through the Home Depot Commercial Desk.

The event was held at the Home Depot store at 7749 Dudley Drive, in West Chester. If you haven't been to this Home Depot yet it's right adjacent to I-75 just north of Tylersville Road. Take I-75 Exit 22 (Tylersville Rd.). Drive east a few hundred feet, then turn left onto Dudley.

Don't stop reading just yet. There's still more action packed news to come! Steve Zimmer, our board member head of membership is writing a survey questionnaire for members. These questions will be used in making a new, in-house directory and a consumer directory of Ohio Valley NARI members.

The survey should be mailed out very

soon, please take the time to fill it out. We are doing this to help in distinguishing each contractor and to help in finding special skills about one another, you may need to acquire, at some particular time. Remember to partner, hire, or refer a NARI member.

Yes still more news! Membership is going to do some target mailings to contractors to recruit new members.. This is a series of mailings to contractors, which will be followed up by a personal phone call.

Ok, Ok, I am just about done. Let's do a quick recap.

- Home Depot Contractor Luncheon on March 5.
- Contractor Directory Survey fill out and return by the end of March.
- Remember use or refer a NARI member whenever possible.
- Whenever the opportunity arises, recruit a new member,

Got to go Zimmer's heading my direction with duct tape.

### **If a home owner wants to choose a sub make sure the contract insulates you**

*The Journal of Light Construction* reports that if you are the G.C. on a remodeling project you are ultimately responsible for all work, even if the home owner specifies one or more of the subs.

This situation sometimes arises when a customer has a relative who works in a building trade. If you know and have confidence in the relative, fine. If they are an unknown quantity or worse, your contract should contain language specifically stating that the owner's tradespeople are not your subs and that your only relationship with them is as the owner's agent.

It's still your job to schedule and supervise. Adding a fee for this service is appropriate, and it helps validate the contract.



## Ohio Valley NARI

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### Visit to Mees Distributors is a spectacular success *(Continued from page 3)*

porcelain tile, some of which is indistinguishable from natural stone but will last with a lifetime of wear with minimal maintenance. They also have a line of Turkish stone in sizes from 3/4" square, 1" sq, 2" sq, right up to full slabs, any size you need.

During the plant tour the most impressive thing about this operation is the service from

the family and staff. They have an immense stock of stone and tile and it is right at their fingertips ready to go on a moment's notice. Five designers are on staff to assist your customer's needs while working with you at any level you desire.

I would encourage the professional remodelers who are not NARI members to join us and find out how much you can learn, not only from our teaching situations but our networking together. If you have a problem someone in our group has a solution and we are eager to help other NARI members.

We offer many thanks to Howard Mees, his family and staff for making us so welcome at their facility.

#### **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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