



THE NARI RENOVATOR

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

April 2002

Learn more about Hardie Plank External Cladding

Join us at the Marriott North for an evening of networking and education

The April meeting of the chapter will be held on April 11 (Thursday) at the Cincinnati Marriott North, Union Center Boulevard. The evening's speaker will be Rob Franklin, a representative of James Hardie.

Rob will let participants know about Hardie Plank External Cladding for residential application. Hardie Plank is a cement-based siding product that looks like wood, but wears like concrete.

This product is becoming increasingly more popular and Rob wants to discuss specifying and installation with professionals.

Contact the Ohio Valley NARI office today to reserve your seat.

Golf outing set

The 2002 Ohio Valley NARI golf outing has been set. Members and non-members will be teeing off on the morning of August 8, 2002 at the Twin Oaks Golf Club in Covington. More than 100 golfers will be hitting the links and

enjoying good weather (at least that's what we hear) and lots of great networking.

The outing will include a chance to win a new Corvette, golf clubs and other prizes.

Before we begin the registration process, we need to reach out to members for sponsorships. We have hole sponsorships, beverage cart sponsorships and proximity hole prize sponsorships available. Costs range from \$125 to \$250 with the investment well worth the rewards.

Full promotional materials will be sent in the coming months. If you are interested in sponsoring a hole, receiving tremendous promotional benefits for your efforts or learning more, contact the Ohio Valley NARI office at 800.498.NARI or email us at cincinnati@naripro.org.

Anthrax fears and workers' comp coverage

Ohioans in the workplace are covered for necessary treatment and medical care if affected by possible exposure to anthrax or other biological agents, according to a new policy announced in October by Governor Bob Taft.

The policy allows the Ohio Bureau of Workers' Compensation (BWC) to pay for necessary treatment if proper emergency authorities are called to respond to possible threats of anthrax exposure.

Call to RSVP

Where: Cincinnati Marriott North at
Union Center Boulevard

When: April 11, 2002 at 6:30 p.m.

RSVP: Ohio Valley NARI at (800) 498-NARI

Cost: \$20 (members) or \$25 (non-members)

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Market Match: face-to-face contact with remodelers

The remodeling industry has grown to over \$180 billion in annual revenue and is work performed by approximately 800,000 remodeling contractors throughout the country, yet manufacturers and suppliers continue to struggle to find and reach the market. The natural channel of distribution is through NARI where groups of remodelers meet monthly in chapters throughout the country.

The NARI MARKET MATCH service places companies in direct contact with over 5,000 remodeling companies.

Exclusive Features

- MARKET MATCH matches your distribution network with all NARI chapters + members
- MARKET MATCH report issued to your headquarters or field reps directly
- NARI sends letter to every chapter introducing your company as a National Member
- Monthly email of new NARI contractor members sent to headquarters
- List of all NARI chapter presidents for direct mail introduction of your company
- List of all NARI chapter executives for easy contact by your field reps
- Instant email notices of national, regional and chapter events as they are scheduled
- NARI membership newsletter sent to headquarters and key marketing managers in the field
- Chapter profile on each NARI chapter sent to your headquarters for distribution
- All field rep contacts for your company posted on the NARI web site under your company
- Your company logo and nation contact information posted on NARI web site
- Web and email links to all submitted field rep contacts on NARI web site
- Web site addresses for each NARI chapter emailed to your company for distribution

If you are not currently a MARKET MATCH participant and/or would like information on NARI National membership, contact the Ohio Valley NARI office at 800.498.NARI.

May is national home improvement month

It's almost that time of year again. That's right, spring, a time for fresh ideas, new beginnings, rebuilding and remodeling. The season also marks the time when homeowners across the country seek out contractors who can turn their dream homes into reality through the process of remodeling.

To celebrate the tradition of home improvements, the National Association of the Remodeling Industry (NARI) reminds homeowners that May is National Home Improvement Month.

With spring quickly approaching homeowners are advised not to wait until May to start thinking about making changes to their homes. "Finding the right design, choosing a professional contractor, and securing the necessary financing for a home improvement project can sometimes take months," says Kevin McNulty, Executive Vice President of NARI. NARI suggests that homeowners who want to start a project by May start planning now.

With more homeowners spending more time at home, demands for home improvements have increased, leaving quality contractors booked six to nine months in advance. NARI recommends the following steps to help kick-start the process:

- **Think your project through from start to finish.** Careful planning of your home improvement projects will enable you to update your home, increase the value of your investment and customize your living space—all for a lot less than the cost of a new home.
- **Look over your property carefully.** What repairs are needed? What improvements would you like to make? Think ahead and determine your future needs. Professional

remodeling contractors can help you in your planning by outlining options and discussing the improvements you can make within your budget.

· **Be sure to review your homeowner's insurance policy** and make adjustments for the added value of the work being done.

Whether homeowners want to expand their kitchen, add a second bath, build a family room, or install a deck, they can contact NARI to find a professional remodeling contractor in their area. "While most homeowners can handle routine maintenance projects and cosmetic touchups, they need to consult with qualified professionals for larger remodeling jobs and major changes to the home's structure," said McNulty.

The Association's goals of encouraging ethical conduct, sound business practices, and professionalism in the remodeling industry have led to the growth of the remodeling industry nationwide and made NARI a recognized authority in that industry.

For more information, consumers may contact NARI at www.nari.org or locally at www.naricincinnati.org.

New member profile

One of the chapter's newest members is BSH - Builders Specialties & Hardware, "The Door and Hardware People." BSH is much more than a supplier of hardware. BSH can assist customers from start to finish on all their decorative and commercial hardware selections. BSH can serve as the liaison between homeowners and their builder regarding specifics, as well as a commercial construction company and the on-site construction manager.

In addition to helping customers choose finishing touches, BSH also marks the products in accordance with the blueprints, provides technical support when needed, and even delivers the products to the job site.

BSH offers the widest variety of styles and brands for customers to choose from, including hard to find and unusual products.

With more than 100 brands of door hardware, cabinet hardware, lavatory faucets, shower and tub sets, lavatory fixtures, bath accessories, kitchen and bar faucets and sinks, and much more to choose from, you can be sure that what you and/or your client want can be found at BSH.

For more than 30 years, BSH has stood for quality and style. Let the experts at BSH help your clients put the finishing touches on your next design project.

John Hatfield, General Manager is the OVNARI representative. He can be reached at 513.641.3500.

Welcome aboard!

Anthrax and workers' comp (continued from page 1)

Payment for these medical services will be made out of the surplus fund for workers who come into contact with a substance at work that prompts a bioterrorism response, such as the reporting of the substance to the health department and the response of emergency personnel.

In September and October, BWC received 61 claims for anthrax exposure. None of these cases proved to be anthrax after testing. All reported incidents were the result of workers coming into contact with an unknown, powdery substance at a work site or from public safety workers responding to emergency calls.



Coming Events

May 9, 2002 - 6:30 p.m.

Supplier Night at Marsh Building Products

June 13, 2002 - 6:30 p.m.

Meeting at The Design Center

July 11, 2002 - 6:30 p.m.

TBD

August 8, 2002 - All Day

Ohio Valley NARI Golf Outing

NARI members contract with Road to Safety

Each NARI member that signs a contract with Road to Safety, Inc. will receive the following services for one year from the signing date:

- * One quarterly jobsite audit of members choice (member must inform Road to Safety on jobsite to be inspected).
- * Comprehensive Safety Training in the areas of: Fall Protection, Scaffolding and/or Excavation (up to 10 persons with an additional charge of \$55 per person over 10).
- * OSHA 10 Hour Outreach training at a reduced cost of \$75 per person (regularly \$130 per person).
- * OSHA 30 Hour Outreach training at a reduced cost of \$300 per person (regularly \$520 per person).
- * Company Safety & Health program at a reduced rate of \$250 (regularly \$600). If company has an existing Safety & Health Program, they must provide a copy of it to Road to Safety.
- * Accident investigation
- * Will represent, as a safety professional, to verify training and inspection reports, at an OSHA informal conference.
- * Telephone calls are free!



Ohio Valley NARI

Serving the Cincinnati Metropolitan Area

136 South Keowee Street • Dayton, Ohio 45402

800.498.NARI



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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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This discounted NARI program is available for \$1,000 per member company. This represents a savings of \$3,075, based on five persons for 10 & 30 Hours. To sign up for this fantastic member benefit, contact Don Patten at 513.245.1050.

FOR SALE

Hewlett Packard 700, Fax/copier, uses plain paper, programmable, three extra ink cartridges included and a reink kit. Originally bought in 1995 for \$550. Hardly used in the last two years. Will sell for \$100 and also have two HP 51645A ink cartridges for \$5 each. For more information contact Steve at 513.984.6568.

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