

May 2003

Neal's Brings first National CotY Award to Cincinnati

"Once in a lifetime project" gains national recognition for OVNARI member

Ohio Valley NARI member Neal's Construction, Cincinnati, became the first contractor from southwest Ohio in recent memory to win a National Contractor of the Year award when this year's awards were announced at the 2003 Evening of Excellence on April 12, in Orlando.

Neal's entry in the Entire House category had previously won CotY awards at the local and regional levels. The award-winning project, described by Neal Hendy, Jr., CR, at last fall's OVNARI Evening of Excellence dinner as "a once in a lifetime project," carried a price tag of over \$2 million and featured such details as a walk-in aviary and a ceiling-high built-in salt water aquarium in the kitchen.

The Evening of Excellence capped a weeklong event for NARI that also included its Spring Board of Directors Meeting.

The Evening of Excellence, culminating with the Contractor of the Year (CotY) Awards ceremony,

is widely considered the premier event of the year in the remodeling industry. Held Saturday, April 12, 2003, the event was attended by more than 250 of the industry's elite and was sponsored by NARI National Member companies The Home Depot, GB Home Equity, Andersen Windows & Doors, James Hardie Building Products, Pella Corporation, Business Networks, DuPont Corian, and Hanley Wood Remodeling Magazine.

Sixteen national CotY winners were named at this year's ceremony. An impartial panel of judges, who are considered experts within the industry and associated fields, selected winners based on each entrant's "Before and After" photography and project description. Judging was based on problem solving, functionality, aesthetics, craftsmanship, innovation, degree of difficulty and entry presentation.

Other national CotY winners for 2003 are:

- Residential Kitchen Under \$15,000** - Bath & Kitchen Creations, Inc., Fairfax, VA
- Residential Kitchen \$15,000 to \$30,000** - Dreammaker Bath and Kitchen, St. Louis Park, MN
- Residential Kitchen \$30,000 to \$60,000** - Capital Improvements, Allen, TX
- Residential Kitchen \$60,000 and Over** - Gayler Construction, Danville, CA
- Residential Bath \$15,000 to \$30,000** - The Wills Company, Inc., Nashville, TN
- Residential Bath \$30,000 and Over** - Thomas Buckborough & Associates, Concord, MA



Call to RSVP

What: Membership Meeting
When: Thursday, May 8, 2003
Where: Marsh Building Products
 110078 E. Kemper Road
Time: 6:30 p.m.
RSVP: Ohio Valley NARI at (800) 498-NARI
Cost: Hosted by Marsh

(continued on page 4)

Members floored by ProSource hospitality

April's membership meeting was held at ProSource Wholesale Floor Covering. Our thanks go out to Troy, Steve and the ProSource staff for making this evening so enjoyable and informative. We were well fed with ribs and chicken from Montgomery Inn, but I suppose any time remodelers have beer, especially Warsteiner, they are quite happy.

The program was by Patrick Siebert from Ohio Valley Flooring and Marc Bacher from Kahrs International. Pat covered prefinished hardwood floor covering from Bruce as well as Wilson Art Laminate floor covering. We learned much about these products and how they offer a warranted, superior finish for outstanding durability. The micro-groove edging on all four sides of each piece of flooring make for a very attractive floor. The Wilson Art Laminate product is very impressive in both construction and appearance. Wilson Art Laminate can also be cut and patched in the field with a perfect match years after the installation in spite of having to use new material. This patchability was confirmed by an OVNARI member who shared his experience on a major patch for a sewer repair under a laminate floor about 2 years after it was installed. The patch was invisible.

Kahrs is a Swedish flooring company that was founded in 1857. They have the experience to produce a product that they can stand behind with experience to back their warranty. I was amazed at how the joints in the prefinished floors were perfect and undetectable by touch. The product comes packaged with an 8% moisture content so the installer can lay the floor without any acclimating time. The finishes will not yellow and they let the spectacular grains of the wood show through. OVF is offering a unique opportunity for Jobsite Installation Training with four members of Kahrs Installation and Tech Services Team. This 2800 sq. ft. training project will be on May 12th to the 16th. Registration deadline is May 5th so call Bill Tepe at 513-527-9595 or ovf.com for their summer training schedule.

A good tip which came out during the many questions from OVNARI members was regarding Murphy's Oil Soap. It seems that as good as this product is for cleaning it does leave a film which is not removable from hardwood floors. This prevents the application of a freshen up finish from sticking to the original finish. It would be good to ask any of your customers if they used Murphy's on the floors before adding an additional coat of finish on a floor. Use a cleaner which is designed for cleaning hardwood floors to avoid this problem because sanding is the only way to remove the film.

With all the information, good dining and conversation, this was a very worthwhile meeting to attend.

Our May meeting will be at the New Loveland Showroom of Marsh Building Products. Murphy Home Improvements will be on hand to share Tricks of the Trade for siding products. Alcoa will share their premium products that are particularly interesting for the Remodeling Trade. Remember the past meetings that Marsh has hosted for us had some impressively tasty dining. Mark your calendars now so you can take this special time for yourself to be informed and relax with the OVNARI crew.



Coming Events

May 8, 2003 - 6:30 p.m.

Location: Marsh Building Products

June 12, 2003 - 6:30 p.m.

Location: Pella - The Design Center

July 10, 2003

Topic: Paul Meyers, Assistant Building Official Cincinnati, President of the International Code Council

Location: TBD

August 14, 2003

Golf Outing at Twin Oaks

Region IV meeting to be held with Cleveland seminar

The Greater Cleveland Chapter of NARI will hold an all day educational conference on June 5 from 8:30 a.m. until 4:30 p.m. at the Hilton South in Independence. The event is scheduled in conjunction with a regional NARI meeting on Friday, June 6. All NARI chapters in Region IV are invited.

The conference will have Business Management, Law, and Sales tracks, and will feature some very dynamic speakers they have booked. Most of the speakers are well known in the industry. The topics of discussion are pertinent and timely.

There will also be a stimulating and uplifting keynote address. The day will end with a Lolly the Trolley tour of Cleveland and dinner with a cabaret show in the Warehouse District.

The program has been approved for credit toward CR, CRS, and/or CLC re-certification. The cost for the full day of business and professional remodeling education is only \$79 for NARI members. This includes a continental breakfast, lunch, breaks, a T-shirt, and all the educational sessions. Put the June 5 educational conference and the June 6 NARI Region IV meeting in your PDA today, and look for a conference brochure in the mail soon.

Digital cameras and remodelers

by Chris Thompson, On the Level, Inc.

Those of you who use digital cameras on the job know they are just the thing for sending progress updates to customers. And they're great for punching up your website.

But going digital is good for much more. Snap digital pictures in various locations on your sites and they could save you time, money, frustration - and potential lawsuits.

Here are some "How To" tips on documenting your jobsite with digital photos:

Keep it clean. First things first - make sure you do a thorough clean-up job before shoot-

ing any photos on your job site. You don't want food wrappers, scrap lumber, sawdust or other debris showing up in any of the pictures.

Foundation. Take pictures after the foundation is waterproofed and insulated; the day before backfilling is best. These pictures can help address building inspection questions. They're a good resource if the foundation develops problems like leaks or cracks.

Framing. Take pictures after all mechanicals are complete. The day before the insulators show up is a good time to shoot. I take general pictures of all walls and ceilings, and get close enough so that headers, trimmers and other structural details show up in the frames.

Drywallers almost always bury an outlet or light on every job. With pictures of this stage of construction, you can help them find it - while also showing them that they really did miss it!

Pictures at framing are also helpful when dealing with your home buyer.

Radiant floor heating. Whether you're installing a hydronic or electric system, take photos after the tubes or cables have been laid but before they're sealed in concrete or some other substrate. Photos can be used as proof that the heating elements were spaced correctly.

General. Take pictures of window weatherproofing and all flashing at deck ledgers, roofs and other areas to show what you've done to prevent water intrusion.

Good documentation is key and can be accomplished with a little forethought and planning. Digital cameras make it simple and give you instant results.

Fax/Copier For Sale HP Fax 700

All-In-One Machine.

Works great with extra cartridge. Not needed here.

Paid \$700, wants \$100.

513.984.6568 or szimmerremodel@cinci.rr.com



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National CotY Awards *(continued from page 1)*

Residential Interior- Alward Construction Company, Berkeley, CA

Residential Addition \$100,000 and Under - Capital Improvements, Allen, TX

Residential Addition \$100,000 to \$250,000 - The Burke Company, Dallas, TX

Residential Addition \$250,000 and Over -

Jones Design Build LLC, Minneapolis, MN

Residential Exterior - Block Builders, Bethesda, MD

Residential Specialty - Hammersmith, Inc., Decatur, GA

Residential Historical Renovation and Restoration - Sylvestre Construction, Minneapolis, MN

Commercial Interior - Gold Coast Enterprises, Inc., Alameda, CA

Commercial Specialty - Spectrum Fine Homes, Inc., Mountainview, CA

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

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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