

## Financing to be topic of May meeting at Marsh National City representatives will discuss financing products for remodeling projects

Financing products for remodeling projects will be the educational focus when Marsh Building Products hosts the May meeting of Ohio Valley NARI on Thursday, May 10, at the Loveland Marsh location, 10078 East Kemper Road.

In addition to providing food and refreshments, Marsh has arranged for representatives from National City Bank, an Ohio Valley NARI member, to give a presentation on financing options available to home owners who undertake remodeling projects. By assisting clients in obtaining project financing they not only provide a valuable service to their customers they also enhance their marketing. It's a win-win situation for both the contractor and the customer. First, however, remodelers need to know what products are out there in the financing markets. The May meeting will be a great place to find out what's available.

NARI members who have attended past meetings at Marsh know the hosts always put on a great dinner and provide interesting and informative educational programs.



*Marsh always serves a great buffet dinner when they host Ohio Valley NARI meetings.*

The meeting will be at 6:00 p.m. on May 10. Most Ohio Valley NARI members probably know very well how to get to Marsh in Loveland, but for those who don't Marsh is located on Kemper Road east of Loveland Road near the Little Miami River. Kemper Road crosses Loveland Road less than a quarter mile north of I-275 exit 52.

Meetings at Marsh are always well attended. As a courtesy to the hosts, please call the Ohio Valley NARI office at 800-498-6274 or send e-mail to [info@naricincinnati.org](mailto:info@naricincinnati.org) so Marsh will have an accurate guest count.

### Have you ordered your Reds tickets?

In just a few weeks NARI members from throughout southwest Ohio will get together in the Redlegs Landing party area at Great American Ball Park for the 2007 NARI baseball outing.

This is one of the greatest NARI social events of the year. Don't miss it! Return the form in this issue of *The Renovator* to the NARI office today

### Call NARI to R.S.V.P.

**What:** Supplier Night Meeting  
**Date:** Thursday, May 10  
**Time:** 6:00 p.m.  
**Where:** Marsh Building Products  
10078 E. Kemper Rd., Loveland  
**Cost:** Hosted by Marsh Building Products  
**RSVP:** Ohio Valley NARI at 800-498-6274

## Ohio Valley NARI members visit Ferguson gallery at April meeting

Plumbing fixtures and especially Jacuzzi tubs, spas, and shower environments were the focus when the Ferguson Bath, Kitchen & Lighting Gallery in Sharonville hosted the April meeting of Ohio Valley NARI.

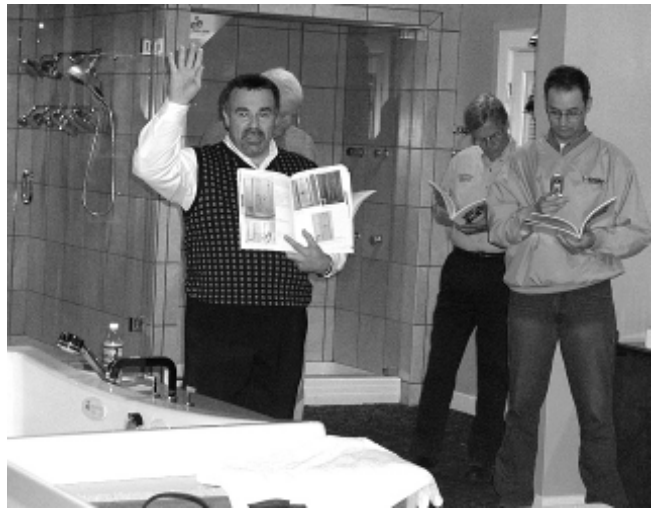
Following a buffet dinner provided by Ferguson, the group moved to the large showroom area dedicated to Jacuzzi products where Tony Dicristoforo, who represents Jacuzzi in the Cincinnati-Dayton area, discussed the types of tubs, spas, and showers offered by Jacuzzi. NARI members had several



*Ferguson fed Ohio Valley NARI members well with a bountiful dinner buffet.*

questions about Jacuzzi features and installation requirements.

NARI members had the opportunity to tour the entire gallery, which includes displays of tubs, sinks, faucets, other plumbing products, and lighting in room-like settings. Builders and remodelers can contact Ferguson to arrange appointments for clients to visit the showroom to select fixtures for their projects.



*Tony Dicristoforo, a manufacturers rep for Jacuzzi in the Cincinnati-Dayton area, introduced NARI members to Jacuzzi tubs and showers and explained the features of Jacuzzi products.*

Ferguson Enterprises, with nearly 1,400 locations and 2,300 employees, is the nation's largest distributor of plumbing supplies and a major source of lighting, and heating and cooling equipment.

The bath, kitchen, and lighting gallery on Mosteller Road, just north of Kemper Road and I-275, is one of ten Ferguson facilities in the greater Cincinnati area. Ferguson Enterprises, Inc., with headquarters in Newport News, Virginia, is a national member of NARI and is a local member of Miami Valley NARI and Ohio Valley NARI.

### Take your project pictures now

Fall may seem a long way off, but it will be here before we know it. Every year many Cincinnati area remodeling projects that could and should win Contractor of the Year awards go unrecognized because the remodeler didn't take "before" and progress photos of the job.

If you have outstanding projects on your schedule don't wait until October then think: "I should have taken pictures!" One of the first things you should do on a job site is take "before" pictures, then document the work with regular progress photos. All it takes is a camera and remembering to do it.

That last one may be the hardest of all.

### 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 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  
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Ed Kramer, CR, Cabit Design; Don Patten CR, CKBR, Don Patten Remodeling, LLC; Greg Pitsick, Bluestone Construction LLC

## How to read an NFRC label

With home owners increasingly concerned about energy efficiency remodelers should be prepared to answer questions about the energy performance of various thermal envelope components. Windows are one very important area of interest.

The National Fenestration Rating Council has designed a label to guide contractors and homeowners in their search for the perfect window. But what do all those numbers and codes on the label mean? Once you know what to look for, you'll be able to recommend exactly the right windows for your clients' needs. Here's a quick course in NFRC label interpretation:

- NFRC Certified (upper left corner) indicates that the National Fenestration Ratings Council has licensed the window's manufacturer and certified the window's performance in accordance with NFRC's standards.

### Great Oaks is a great place for entry level or advanced training in many building industry trades

If you or your employees want to upgrade your professional skill and knowledge in a practical hands-on training environment there's no better place to do it than at one of the Great Oaks Career Campuses in the Cincinnati area.

Great Oaks, the largest technical education district in the United States, offers a wide range of full-time and part-time programs for high school age and adult students. Of special interest to NARI members are the building trade programs in such areas as electrical, plumbing, framing, and many others.

Experienced remodeling professionals can learn new skills in part time and evening classes. Students preparing to enter the building industry can qualify to begin careers as carpenters, electricians, plumbers or other entry-level trade positions by completing comprehensive full time study programs of a year or more.

To learn more about the educational resources available through the Great Oaks Career Campuses and operational centers located throughout southwest Ohio visit [www.greatoaks.com](http://www.greatoaks.com).

- The upper right corner identifies the window's manufacturer, model, style, and the materials used in its construction.

- The U-factor. The rate of heat loss from a building is indicated in terms of the U-factor (U-value). U-Factor ratings for windows generally fall between 0.20 and 1.20. The lower the U-value, the greater a window's resistance to heat flow and the better its insulating value. (The window's insulating value is indicated by the R-value, which is the inverse of the U-value.)

- The solar heat gain coefficient indicates how well a product blocks heat from the sun. The SHGC is the fraction of incident solar radiation admitted through a window and absorbed and subsequently released inward. SHGC is expressed as a number between 0 and 1. Again, the lower the number, the better: A low SHGC means the window transmits less solar heat.

Since the climates in different parts of the United States vary widely, checking the label before ordering the window can make a big difference in how much the window can help your client keep energy costs to a minimum.

#### 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*

136 South Keowee Street • Dayton, Ohio 45402

800.498.NARI

## Golf outing sponsors wanted!

Last year's Ohio Valley NARI Golf Outing was the most successful event of its type the chapter has ever held. Not only did it provide a great recreational and social experience for more than 70 members and guests, it raised enough money for the chapter to make a \$2,500 donation to the Make-A-Wish Foundation.

This year the goal is at least 100 golfers and a Make-A-Wish contribution at least as large as last year--much larger, if possible.

To make it possible for us to do this, provide dinner and prizes, and still keep player fees in a reasonable range the support of sponsors is vital. For the last several months golf outing sponsorship information forms have been mailed with the newsletter. Now it's time for Sponsoring organizations to step forward with sponsorship pledges.

Sponsorship opportunities begin at the \$2,000 platinum level. Gold level sponsorship--there are two available--is \$1,200. All sponsorship levels have several benefits that are explained in the informational insert. Benefits include a significant part of the donation going directly to Make-A-Wish foundation--making it quite easy for businesses to justify participation as a sponsor.



## Coming Events

### **May Supplier Night**

6:00 p.m., Thursday, May 10  
Marsh Building Products  
10078 East Kemper Road  
Loveland

### **Baseball Outing**

7:10 p.m., Saturday, June 9  
Great American Ball Park - Redlegs Landing  
Cleveland Indians vs. Reds

### **OVNARI Golf Tournament**

10:00 a.m., Thursday, August 9  
Sharon Woods Golf Course  
11355 Swing Road

### **September Meeting**

6:00 p.m., Thursday, September 13  
Tile Installation Techniques

### **Feature Vendor Night**

6:00 p.m., Thursday, October 11  
Holiday Inn I-275 North