

Ohio Valley NARI picnic will be at Sharon Woods in June 2004 fun event will feature steak fry, games, and tool swap -- and spouses eat free!

It's Ohio Valley NARI picnic time again, and for the second year in a row OVNARI is heading to Sharon Woods for an evening of food and fun.

The picnic starts at 6:30 p.m. Thursday, June 10, in the Great Meadow shelter area and will include a steak cookout, games, and Contractor Jeopardy, a not-so-trivial contest based on knowledge necessary to earn NARI certification and questions from the "Test Your Knowledge" feature in *Qualified Remodeler* magazine.

Builder skill games will include "Fastest Hammer" (bring your favorite hammer), "Fastest Saw" (bring a sharp saw—nothing with a motor), and the ever popular "Toilet Toss." There will be prizes for contest winners, including a grand prize of a \$100 Montgomery Inn gift certificate.

There will also be a tool swap in the parking area. It's your opportunity to clean the "white elephants" from your tool box and sell or trade them for tools you can use.

The cost is \$25 for owners and employees



The Great Meadow Shelter Area at Sharon Woods is away from the road and is only 350 feet from restrooms.

of NARI member companies, but there's a bonus to sweeten the deal. People from member companies can bring a spouse or a "special friend" at no extra charge.

Last year's picnic was a great time for the NARI people who didn't give up on the day's weather. Their faith was rewarded when a gray, rainy afternoon turned into a beautiful sunny, cool evening that was totally rain-free and bug-free. We're confident the weather will be just as cooperative this year. Even if it isn't no one needs to get wet. That's why they call it a "shelter area."

Since NARI has to buy the food for this event it's important for the office to have an accurate attendance count early in the week of June 10. Please make your picnic plans early and take the initiative of calling the office to let them know you are coming and whether or not you are bringing a guest. Call the Ohio Valley NARI office at 800-498-6274 to make reservations for the picnic. We hope to see you at Sharon Woods on June 10.

Call to RSVP

What: OVNARI Annual Picnic

When: Thursday, June 10

Where: Sharon Woods
Great Meadow Shelter

Time: 6:30 p.m.

RSVP: Ohio Valley NARI at 800-498-6274

Cost: \$25 & bring a spouse (or a special friend) free!

Wine Cellar Innovations hosts Ohio Valley NARI at May dinner meeting

The May meeting of Ohio Valley NARI took representatives from member companies to Wine Cellar Innovations, a unique Cincinnati company that produces residential and commercial wine cellars in standard and custom designs.

To say that people who missed the meeting missed a good one is an understatement. Our host, Jim Deckeback, founder and CEO of the company, provided an Italian buffet supper that ranked with the best meals ever served at a NARI meeting. Then Jim personally guided the NARI group on a tour of the immense production facility, where WCI



Jack Diener, national accounts manager for Wine Cellar Innovations, describes the custom features that can be built into a wine cellar.



Jim Deckeback, founder and CEO of Wine Cellar Innovations, explains how thin strips of wood are combined and shaped to form strong curved components for wine cellars.

craftspeople fabricate wine cellars, wine racks, and commercial displays from redwood and other woods.

Jim was a remodeler before he made building wine cellars his full-time specialty. The business that started in a garage has expanded into a 350,000 square foot facility on Eastern Avenue.

WCI has computerized numeric controlled woodworking machines for some operations, but much of the production is still done by skilled craftspeople using conventional tools and machinery.

After the plant tour Jack Diener, national accounts manager, and designer Christy Lukemire explained how wine cellars are designed and installed, and gave the NARI visitors a brief introduction to the many different features and design details that can be built into wine cellars. Hand painted murals, tile murals, wood carvings, and stained glass murals created by local and national artists can be incorporated in wine cellars.

Wine Cellar Innovations is located at 4575 Eastern Avenue. For information about their products call 800-229-9813 or see their web site at www.winecellarinnovations.com.



Coming Events

June 10 - 6:30 p.m.

Topic: OVNARI Annual Picnic
featuring games & tool swap

Location: Sharon Woods

Cost: TBA

August 12 - 10:00 a.m.

Topic: OVNARI Golf Tournament

Location: Twin Oaks G.C. - Covington

Cost: \$105 per player

New NARI CKBR program will be offered in southwest Ohio for first time

Members of the Ohio Valley and Miami Valley Chapters of NARI will have their first close-to-home opportunity to attend NARI Certified Kitchen and Bath Remodeler (CKBR) study sessions and take the certification examination this fall.

A ten week preparation class will start on Wednesday, September 8, and continue through Wednesday, November 10. The certification examination will be on Saturday, November 13. All class sessions will be held from 6 p.m. to 9 p.m. at the NARI Office, 136 South Keowee Street, Dayton. The office is east to reach from anywhere in the Cincinnati area. It's exactly 55 miles from Fifth and Vine Streets and 38 miles from the I-75/275 interchange. Certification candidates from Cincinnati can save gas by meeting at a convenient location north of town and driving together.

The three hour study sessions will be led by Kip Bohachek, CR, one of the most experienced NARI certification trainers in the country. Kip has been conducting certification training for NARI members in southwest Ohio for over a decade. His dedication to the certification program is one of the reasons Miami Valley NARI has the highest concentration of Certified Remodelers, Certified Remodeler Specialists, and Certified Lead Carpenters of any chapter in the country. The only candidates who have not successfully achieved certification under Kip's leadership are a few who had to drop out due to health problems or family emergencies.

The CKBR designation documents the remodeler's knowledge, technical expertise, and practical skill in kitchen & bath remodeling. The program covers such subjects as Computer Aided Design (CAD), materials selection, layout standards, installations processes, and trade guidelines. Demand for kitchen & bath remodels are on the increase and both continue to be the most popular rooms in the home to remodel. The CKBR program offers remodelers the opportunity to become certified professionals in this important specialty area. The program is

open to individuals who have been working in the remodeling field for a minimum of five consecutive years. CKBR candidates must complete a qualification form, which outlines their educational background and practical experience in remodeling. Each preparation class participant will receive a study guide and a business management book.

The total cost of the program for individuals who own or are employed by NARI member companies is \$580, which includes the application fee, the examination fee, and the study group fee. The total cost to nonmembers is \$915. Applications, with the application fee of \$385, are due at the NARI office by August 10.

You can obtain a CKBR application at the OVNARI web site, www.naricincinnati.org, or by calling the NARI office at 800-498-6274.

2004 Ohio Valley NARI Golf Tournament offers opportunity for fun and business

The Ohio Valley NARI picnic is just the first fun event of the summer. An even bigger NARI activity is set for Thursday, August 12, when 100 or more owners, employees, and guests of NARI member companies will be at Twin Oaks Golf Course for the OVNARI Golf Tournament.

This year's edition of the summer classic is expected to be bigger and better than ever with more and better prizes, more but probably not better golfers, and a great social hour and steak dinner to finish out the day.

Golf is a great way to build business and personal relationships. Entertaining employees and suppliers on the links is an obvious option, but the NARI golf outing offers other business benefits. Consider inviting some of your best customers from the past year to

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OVNARI golf tournament *(Continued from page 3)*

join your group. NARI's recently completed consumer survey revealed that referrals are four times more likely to bring in business than print or Yellow Pages advertising. What better way is there to keep in touch with and build lasting relationships with satisfied big project customers than golfing with them?

They are your best advertising medium.

Don't forget current customers. If you have

a big job underway or scheduled to start at tournament time why not invite the customer to play. It could help you develop a working relationship that might prove very valuable when the inevitable problems come up.

The cost of the 2004 tournament is \$105 per player, but to encourage members to use the event as the business tool it can be there is a discount for members who enter three or more foursomes. With 12 or more golfers the price drops to \$85 per player.

For an investment of just \$1,020 you could spend a full day of quality time getting better acquainted with and building relationships with 11 people who are important to your business--your key employees, your leading suppliers, and your best customers.

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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