



THE NARI RENOVATOR

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

October 2006

www.naricincinnati.org

Contractors can meet suppliers at Feature Vendor Night
Everything your whole crew can eat and drink for \$25. . . . that's \$25 for everyone!

The 4th Annual Ohio Valley NARI Feature Vendor Night is set for Thursday, October 12, at the Holiday Inn I-275 North.

For just \$25 per company NARI contractor members can bring all their employees, family members, and non-member subs. That's \$25 for everyone, not \$25 per person! It includes an all-you-can-eat deli dinner buffet and beverages. You couldn't take the whole crew to Skyline for \$25!

The displays won't all be building products and tools. Sure, suppliers of building materials, hardware, fixtures, and tools will be there, but suppliers of other goods and services, such as office products, copy service, design, and accounting are also expected to be on hand.

The showcase will be an informal reception style event to encourage plenty of contact and interaction among all participants. It's a great opportunity to get better ac-



Ohio Valley NARI Feature Vendor Night always attracts a large crowd.

quainted with other NARI members and meet new people who provide products and services you may need.

If you are a vendor the showcase is a great opportunity for you to meet and talk with some of your best business prospects in an informal social environment, and there's still time for you to get involved. Just fill out the vendor side of the form mailed with this newsletter and FAX it to the OVNARI office at 937-222-5794. The cost of a table is just \$150. That includes dinner and beverages for up to three people from your company. Vendors are also encouraged to provide one or more door prizes worth at least \$25.

One side of the form mailed with this newsletter is for contractors, the other side is for vendors. Please fill out the appropriate side and send the form to the Ohio Valley NARI office by mail or FAX.

Whether you're a contractor or a supplier you'll be glad you came to Feature Vendor Night 2006. It's a fun evening, and you just might learn something new, create a new customer, and maybe meet new friends.

Meet the Vendors!

What: Feature Vendor Night
Program: Goods and services for remodelers
When: Thursday, October 12
Where: Holiday Inn I-275 North
Hauck Road (I-275 exit 46)
Time: 6:30 p.m. - 9:00 p.m.
Cost: \$25 for your whole crew!
RSVP: Fill out & return the form to NARI
or call OVNARI at 800-498-6274

Ohio Valley NARI members attend remodeling business seminar in September

It's important to understand that Harley-Davidson doesn't sell motorcycles and Starbucks doesn't sell coffee, Mike Cordonnier, CR, told remodelers from Cincinnati and Dayton who met at the Kings Island Resort & Conference Center on September 14 for the 2006 Ohio Valley NARI seminar.

Harley, according to one of the company's own executives, sells "the ability of a 43-year-old accountant to dress up in black leathers, ride through small towns, and have people be afraid of him." Starbucks sells a place of refuge that is neither home nor work.



There was plenty of group interaction during the 2006 Ohio Valley NARI seminar. Here Elisa Fischer, Gregory Construction, reports on her group's results during a breakout activity.

During a session on "Engineering the Customer Experience" Mike advised remodelers to understand that they are selling an experience, not a project. It was one of three sessions on various aspects of the remodeling business during the seminar. Other sessions covered "Customer Service for Field Employees" and "Efficiency and Effectiveness—Doing the Right Things at the Right Time."

At the conclusion of the seven-hour seminar all participants agreed that it was a day well-spent improving their remodeling business acumen.

NARI member from southwest Ohio wins 2006 Better Business Bureau International Torch Award

The latest proof that NARI members represent the finest aspects of business came on September 19 with the announcement of winners of the 2006 Better Business Bureau International Torch Award for Marketplace Ethics. Among the four businesses selected to receive the international award is a southwest Ohio remodeler, Urbieta Construction, Dayton, a member of Miami Valley NARI.

Other winners of the award are Callaway Golf, Carlsbad, CA; Gentle Giant Moving Company, Somerville, MA; and Church Hill Classics, Danbury, CT. The winners were announced at an awards ceremony at the International Assembly of Better Business Bureaus in Vancouver, British Columbia.

"These companies competed against thousands of businesses throughout North America and were selected by an independent panel of experts in business ethics for their exceptional conduct in the marketplace," said Steven J. Cole, president and CEO of the Council of Better Business Bureaus.

Urbieta Construction, owned by Juan and Carmen Urbieta, was established in 1988 and has been a NARI member for over 10 years. The company has been a regular winner of local and regional Contractor of the Year awards and was recognized by the Dayton BBB with the Eclipse Integrity Award in 2005.

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.

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Contractor of the Year deadlines are approaching in October and December

Two important Contractor of the Year award deadlines are rapidly approaching. Make a note of these dates so you won't be left out of the 2007 awards program.

Entries for local CotY awards must reach the Ohio Valley NARI office by the end of the business day on Monday, October 30. No special binders are necessary for local award entries, but entries in the national contest must be submitted in binders supplied by NARI.

For local awards projects must have been completed between July 1, 2005, and October 30, 2006. For the national and regional

awards the project completion deadline is extended to November 30, 2006.

There is no deadline for ordering binders for regional and national CotY awards, but you should allow sufficient time for the binders to be delivered so your entry can be completed and sent to reach the national office by the entry deadline of 5:00 p.m. central standard time on Friday, December 1.

Information about OVNARI local awards is available at www.naricincinnati.org. Find national awards information at www.nari.org.

If you have not yet started assembling material for your CotY entries now is the time to get started. See the CotY information packets on the NARI web sites. They contain all the information you will need to prepare and submit your entries to the local and national programs.

Although it is encouraged, it is not absolutely necessary to win a local award before entering the national contest. Local NARI CotY winners will be notified prior to the national CotY deadline.



OVNARI has booth in kitchen & bath show

Ohio Valley NARI joined over 100 other members of the Cincinnati area residential construction industry as an exhibitor at the 2006 Greater Cincinnati Kitchen, Bath & Design Show, September 29 through October 1 at the Northern Kentucky Convention Center. Volunteers from the OVNARI Board of Directors staffed the booth and distributed over 550 copies of the 2006-2007 OVNARI directory to area home owners. In the photo Brett Howard (left) is shown explaining to a family why they should use a NARI member contractor for their remodeling project. NARI was well represented in the show with 12 Ohio Valley NARI members and several members of Miami Valley NARI exhibiting.

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

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Ohio Valley NARI will wrap up the year with three important social and educational activities

Feature Vendor Night on October 12 is just one of three great social-educational events on the Ohio Valley NARI calendar for the final months of the year.

On Wednesday, November 8—Yes!

Wednesday, not the regular Thursday meeting day—John Hester, PE, CBO, will join NARI members at the Holiday Inn I-275 North to report on the latest developments in the codes arena. Since he was with us last year John has moved from the Hamilton County Building Department to the City of Cincinnati Department of Buildings and Inspections. He has also been elected as president of the Southwest Ohio Building Officials Association (SWOBOA).

In addition to reporting on changes in code language and interpretation, John always updates NARI members on the most common problems area building departments find during inspections and plan review. This alone makes the meeting a “must attend” event for contractors.

The NARI social event of the year is the annual Evening of Excellence dinner, which again this year will be held at the original Montgomery Inn location on Montgomery Road. The date is Thursday, December 14; the time 6:30 p.m.

In addition to a choice of chicken, fish, or ribs the evening will include entertainment and presentation of the 2007 local Contractor of the Year Awards. Put the date and time in your PDA now and plan to join your fellow NARI members at the Montgomery Inn on December 14 for an evening filled with great food and great fun.



Coming Events

Feature Vendor Night

6:30 p.m., Thursday, October 12
Holiday Inn I-275 North

Local Contractor of the Year Deadline

5:00 p.m., Monday, October 30
Ohio Valley NARI office
136 S. Keowee St., Dayton, OH 45402

Dinner Meeting

Building Codes Update
John Hester, Senior Plan Examiner
Cincinnati Department of
Buildings & Inspections
6:30 p.m., Wednesday, November 8
Holiday Inn I-275 North

Evening of Excellence Dinner

6:30 p.m., Thursday, December 14
Montgomery Inn
Montgomery Road