

Contractors can meet suppliers at Feature Vendor Night

Contractors can bring all employees, plus family and friends, for just \$25

Ohio Valley NARI's 5th Annual Feature Vendor Night will be on Thursday, October 11, 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 treat the whole crew to five-ways at Skyline for \$25!

The party starts at 6:30 p.m. Vendors can begin setting up at 5:00 p.m.

Vendor response to the event had been outstanding. Four weeks before Vendor Night 16 companies had already signed up for tables. It's likely that 20 or more vendors will be on hand on the day of the event.

The displays won't all be building products and tools. Sure, suppliers of building materials, hardware, fixtures, and tools will be



There was a big crowd at last year's Feature Vendor Night. An even bigger crowd is expected at the event this year.

there, but suppliers of other goods and services, such as office products, signs, interior design, and accounting are also expected to have displays.

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 acquainted with other NARI members and meet new people who provide products and services you may need. It's a fun evening for everyone with plenty of food on the buffet table and all the soft drinks and beer you can (responsibly) drink. And did we mention it's just \$25 for everyone from your company.

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

(Continued on page 3)

Meet the Vendors!

What: Feature Vendor Night
Program: Goods and services for remodelers
When: Thursday, October 11
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

NARI members learn about stone and tile as Dal-Tile hosts meeting

A crowd of over 35 owners and employees of Ohio Valley NARI member companies came to the Dal-Tile facilities in Blue Ash for the September dinner meeting of the chapter.

The food was great (all the tacos, salad, and other goodies you could eat) but what really impressed the guests were the presentations, especially the comprehensive discussion of tile applications and installation by Marsha McCauley.

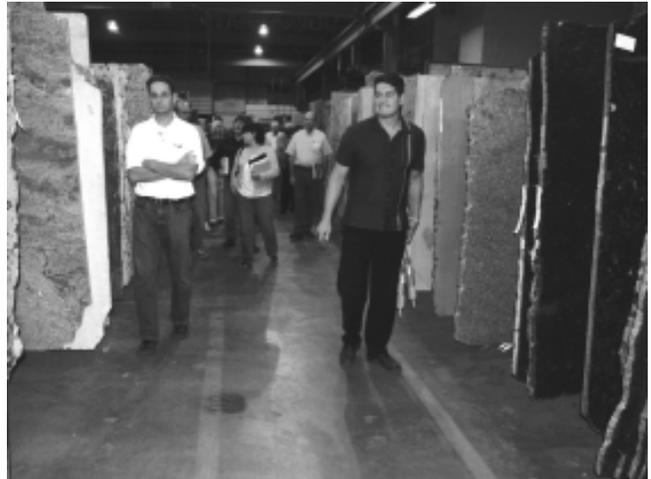
Following a demonstration of tile installation techniques Ms. McCauley gave a crash course in tile selection that likely left many heads swimming with the complexity of the subject. Who knew there were so many different types of tile and so many different rules to follow on where specific types can and can't be used?

The presentation qualifies for recertification

April Cowan earns CKBR certification

Ohio Valley NARI has another NARI certified professional. After completing an independent preparation study program April Cowan, CKBR, The Front Gate, passed the Certified Kitchen and Bath Remodeler examination.

NARI Certified Kitchen and Bath Remodelers (CKBRs) provide remodeling services specific to kitchens and bathrooms. To become a CKBR, candidates must possess skills and knowledge focused on the requirement of materials, layout, and installation of kitchens and bathrooms.



Dal-Tile in Cincinnati has hundreds of natural stone slabs for contractors and home owners to select from.

credit for NARI professional certification and certification programs of other associations.

The final event of the evening was a walking tour of the slab yard where hundreds of natural stone slabs were ready to be cut and delivered to work sites throughout the region.

The meeting lasted over three hours, but no one left early.

Vendor Night *(Continued from page 1)*

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 2007. It's a fun evening, and you just might learn something new, create a new customer, and maybe meet new friends.

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

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Ohio Valley NARI member featured in *This Old House* magazine

Building Value, one of the newest members of Ohio Valley NARI, received national publicity as the subject of an extensive story in the October issue of *This Old House* magazine.

The four-page article described the careful removal of still usable architectural elements from a 100-year-old Cincinnati apartment house and an adjacent building of similar vintage by the Building Value deconstruction crew before the buildings were raised to clear the site for a new condo development.

White marble wainscoting, wrought-iron staircase railing with carved wood newel posts, built-in cabinets, numerous doors, a carved wooden mantle, and many other trim and accent features were recovered and made available to contractors and do-it-yourselfers at the Building Value store.

According to *This Old House*, "Hiring a deconstruction crew isn't just about doing

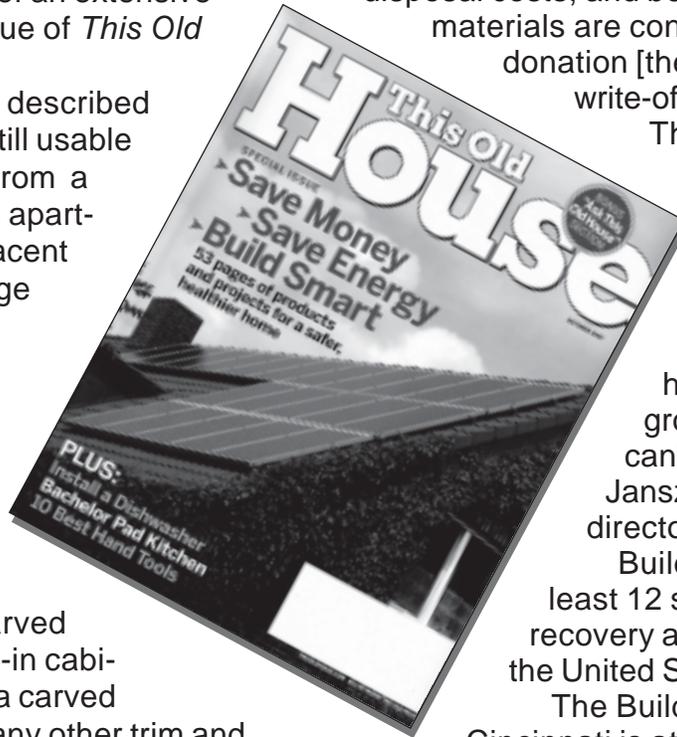
right by the community and the environment, it's good business. The service defrays disposal costs, and because the salvaged materials are considered a charitable donation [the developer] gets a tax write-off."

There is also a practical technical reason for salvaging reusable building components that would otherwise go into a dumpster..

"These older houses are full of first-growth timber you just can't find any more," Jerry Janszen, Building Value director, told the magazine.

Building Value is one of at least 12 similar materials recovery and reuse programs in the United States.

The Building Value store in Cincinnati is at 2901 Gilbert Avenue, just south of Victory Parkway.



Such a deal!

Discounts available to Ohio Valley NARI Members

Cincinnati Business Courier advertising contact Wende Powell (513) 337-9454

Cincinnati-Northern Kentucky Home Improvement magazine advertising contact Greg Smith (513) 615-9014

Frank Gates Service Co. NARI Workers Compensation Group Rating Program contact Al Gardner (800) 777-4283 ext 757

Kinker-Eveleigh Agency NARI property and casualty business insurance program contact Don Ebding (513) 936-1284

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

Xavier professor will offer tips on turning leads into contracts at November OVNARI meeting

Dr. Ginny Frings, a visiting professor at Xavier University, will be the featured speaker at the November Ohio Valley NARI meeting. She is known as the “Transformational Speaker” because she teaches how to transform challenges into victories!



Dr. Ginny Frings The meeting will be at 6:30 p.m., on Thursday, November 8, at the Holiday Inn I-275 North.

Dr. Frings says. “Every day we get the opportunity to ‘make the call’ both on the job and in our lives. Often, we are trying to motivate others and the calls we make define the outcome of the project.”

At the November meeting NARI members will learn how to turn leads into jobs by understanding the client and making the “right calls” at the right time.

The final OVNARI event of the year will be the Evening of Excellence dinner on

Wednesday, December 12, at the original Montgomery Inn location on Montgomery Road.

Put these Ohio Valley NARI events in your time management program now and plan to join other NARI members at the Holiday Inn on November 8, and at the Montgomery inn on December 12.



Coming Events

Feature Vendor Night

6:30 p.m., Thursday, October 11
Holiday Inn I-275 North

November Meeting

6:30 p.m., Thursday, November 8
Holiday Inn I-275 North

Dr. Ginny Frings, Xavier University
“Motiv8 Movement... Step by Step”

Evening of Excellence Dinner

6:30 p.m., Wednesday, December 12
Montgomery Inn