

NARIPRO plans first state meeting

A tabletop supplier showcase at the Professional Football Hall of Fame, four informative seminars, and interactive roundtable discussions will highlight The Ohio Remodelers Symposium, the first statewide meeting of NARI Professional Remodelers of Ohio (NARIPRO),

on September 21 in Canton.

Jeff Hurst, CR, and Len DiGeronimo, Jr., Hurst Total Home, Dayton, will join with Bill Mavrakis, CR, TNL Design/Build, Canton, to present "Are You Being Paid for Your Time?" The presentation will focus on how these contractors have ended the practice of giving free designs and free estimates, and are now being paid for their time and expertise.

Other seminars on the agenda include "Marketing Your Remodeling Company," by Tim Englert, CR, and Linda Englert, Tim Englert Construction, Inc., Wadsworth, Ohio; "Construction Contracts for Remodelers," by representatives from Black, McCuskey, Souers & Arbaugh; and "Handyman Divisions: A Fistful of Dollars?" by William Owens, CGR, Owens Construction, Powell, Ohio.

The educational program will end with a series of roundtable discussions of "Web Sites & Your Business," "Closing the Sale," "The NARI Certified Remodeler Program," "Marketing Your Remodeling Business," "Costing Your Jobs," and "A CR Roundtable on Varied Topics."

The meeting will open with registration and a continental breakfast starting at 9:00 a.m. The keynote presentation is scheduled for 10:00 a.m. with the first seminars set to begin at 10:30 a.m. The educational program will be held at the Kent State University Stark Professional Education & Conference Center, 600 Frank Avenue NW, Canton.

The supplier tabletop showcase is scheduled for 5:30 p.m. to 8:00 p.m. (Continued on page 2)

Chamber president is featured speaker at September meeting

Phil Parker, CAE, president and CEO of the Dayton Area Chamber of Commerce, will be the featured speaker when Yale Industries hosts the September meeting of Miami Valley NARI on September 26 at the Yale facility at 2725 Needmore Road.

Yale Industries, which will mark its 50th year in business next year, is a locally-owned manufacturer and distributor of vinyl windows, patio covers and enclosures, and awnings for residential and commercial applications.

MVNARI members will have an opportunity to tour the Yale factory and see displays of Yale's products in the newly-remodeled showroom starting at 5:30 p.m. There will be a buffet dinner at 6:30 p.m. At 7:00 p.m. Mr. Parker will report on recent developments in the Dayton business community and current chamber of commerce activities.

Meeting participants will be the guests of Yale Industries, but a \$20 per person donation to support future MVNARI educational programs is required. The donation can be made by cash, check, credit card, or NARI will invoice your company.

Yale Industries is located on the north side of Needmore Road, east of I-75 (exit 58) between Wadsworth Road and Webster Street.

Please call the NARI office at 937-222-NARI if you plan to attend the meeting.



Coming Attractions

September Meeting Date & Time

5:30 p.m., Wednesday, Sept. 26

Location

Yale Industries
2725 Needmore Rd.

Program

Phil Parker, President & CEO
Dayton Area Chamber
of Commerce

Cost

A \$20 donation to support
MVNARI educational programs.
Please call the Miami Valley NARI
office at 222-NARI to make
reservations for this meeting.

Ohio Remodeler Symposium & Tabletop Show

Date & Time

Symposium: 9:00 a.m., Sept. 21
Tabletop Show: 5:30 p.m., Sept. 21

Location

Symposium: Kent State University
Stark Professional Education &
Conference Center, Canton, Ohio
Show: Professional Football Hall
of Fame, Canton, Ohio

Cost

\$45 for NARI members
To register mail registration form
or call 330-920-1379.

Safety isn't expensive, lack of it is

by Bob Malchow, CR

Malchow Building & Remodeling

From time to time we all find ourselves shaking our heads and asking ourselves "Now why did I do a stupid thing like that?" Unfortunately, all too often the answer to this question may be left only for a co-worker or a loved one to ponder, due to a serious or fatal injury.

Our industry may be unique in the number of possible ways to injure oneself or to be injured. We use trucks, cranes, backhoes, bobcats and



bulldozers, to excavate, to move earth and materials, and to lift and carry. We work in excavations and trenches, and high above the ground on scaffolding and ladders, or high walls and roofs. We use a wide variety of saws, knives and other cutting tools. We are

exposed to dust from a variety of sources: wood, concrete, spackling, and silica-containing products. Cautic and poisonous fumes and chemicals from concrete, paints, adhesives, and cleaning agents, to arsenic and chromium in pressure treated lumber are a threat. Every day we run the risk of bruises, abrasions, cuts, broken bones, burns, suffocation, and electrocution. The potential always exists for the loss of our sight, our hearing, one or more of our fingers, toes or limbs, the capacity to breathe properly, and sometimes, our very lives.

Nearly every tool used, or task that we perform, exposes us to the opportunity for an unfortunate "accident."

Although it is far from realistic to believe that all job-related injuries can, or will, be prevented, the vast majority of serious injuries can. A short safety meeting before the start of every job highlighting the potential dangers that may be encountered, and the preventative measures that should be taken to avoid them, should be made a matter of policy.

Job safety is not expensive, until it is ignored.

State meeting

(Continued from page 1)

p.m. at the Professional Football Hall of Fame. There will be refreshments and hors d'oeuvres. The first 100 registrants will have dinner following the showcase at no extra cost.

Registration fee for the meeting is \$45 for NARI members and \$75 for nonmembers. Please see The Ohio Remodelers Symposium brochure for more information and a registration form. Brochures will be mailed to Miami Valley NARI members, or they are available from the MVNARI office.

There will be a NARI Region IV meeting in Canton on September 22. This meeting will focus on national and regional NARI matters. Participants in the Ohio Remodelers Symposium are encouraged to stay for the regional meeting.

The mission of MVNARI is:

1 To establish and maintain the association's firm commitment to developing and sustaining programs that expand and unite the remodeling industry, as well as ensure the industry's growth and security.

2 To encourage ethical conduct, sound business practices, and professionalism in the remodeling industry.

3 To present NARI as the recognized authority in the remodeling industry.

This mission is carried out by:

1 Promoting the common business interests of those engaged in the industry.

2 Sponsoring educational programs and activities for members.

3 Enlightening consumers to the needs and advantages of home remodeling and maintenance, thereby improving the nation's housing inventory.

4 Recommending legislative and regulatory action which safeguards and preserves the remodeling industry and stimulates the marketplace.

Miami Valley

REMODELER

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NARI members learn marketing basics at August dinner meeting

Miami Valley NARI members must be interested in promoting their businesses. Over 30 of them attended the August meeting to hear Nichole Crouse present a brief course in “Marketing A Remodeling Company.”

She emphasized the importance of branding the company, that is, distinguishing it from other firms that may be equally qualified. “Find something you do especially well and make it the focus of your marketing,” she said. Yard signs, brochures, letterhead, forms, and print advertising should have graphic continuity and communicate a consistent message. She said that repetition and consistency are the keys to effective marketing, and she emphasized that creativity in marketing can offset lack

of a large budget.

Her specific suggestions to NARI members included sending “thank you for letting us bid” notes immediately after appointments with prospective customers. The note can be just a sentence or two, but it should be personal. If it’s in the mail the day after the appointment it will reach the prospect before a decision is made.

Nichole is the owner of ID Solutions Marketing + Design Studio, a supplier member of Miami Valley NARI. She is also the daughter of Debbie and Mike Fritz, owners of Main Street Construction, a MVNARI contractor member. She has planned marketing communication programs for a number contractors and suppliers to the construc-

tion industry in the Miami Valley.

Woodman Construction won the attendance lotto drawing, but no one from Woodman was present to collect the \$325.

Useful toolbox items

Here, direct from the *Fine Homebuilding* discussion board, are some fictional tools and materials that belong in every toolbox.

- Metric crescent wrench
- Light bulb repair kit
- Plywood laminator
- Prefabricated post holes
- Plaid paint. (In a pinch you can mix striped paint, but be sure the stripes are perpendicular.)
- Toenails
- Board stretchers (large and small)
- And the ever popular skyhook

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See code development in action

NARI members in southwest Ohio have a unique opportunity to see the building code development process in action at the ICC International Code Final Action Hearings this month. The hearings will be held in conjunction with a joint conference of Building Officials and Code Administrators International (BOCAI) and the International Conference of Building Officials (ICBO) September 16-20 in Cincinnati.

The ICC Final Action Hearings, the primary focus of the conference, are the last steps in the 2001 code development cycle for the International Building, Residential, Mechanical, Plumbing, Private Sewage Disposal, Fire, Energy Conservation, Fuel Gas, Property Maintenance and ICC Electrical Codes, and the first edition of the ICC Performance Code.

Conference activities are open only to BOCA and ICBO members, but the code hearings are public meetings. Anyone interested in construction codes is invited to attend, and even to speak in support of or against proposed code changes.

The code development cycle - which has been a 12-month process, but will be lengthened to 18 months with the 2004 cycle - began last fall with individuals or groups submitting code change proposals that were subjected to open debate at the ICC Code Development Hearings on March 19-29 in Portland, Oregon.

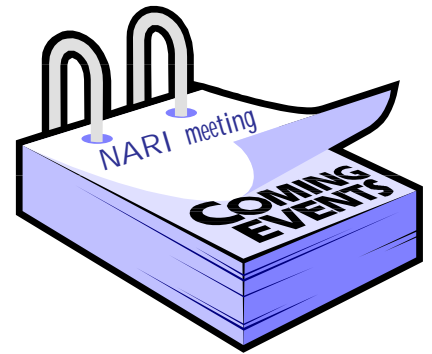
The hearings were conducted before ICC Code Development Committees, which represent a broad base of the private- and public-sector construction industry community to ensure consensus and make recommendations on code change proposals.

Following the hearings, any individual or group was invited to sub-

mit a public comment in response to the committee's recommendation and the public assembly action. There, public comments serve as the agenda for Final Action Hearings, where a second debate occurs and eligible voting members of the three model code organizations — active code officials — vote on code change proposals and public comments.

Final action hearings will be held at the Cincinnati Convention Center from 2 p.m. until 8 p.m., Tuesday, September 18; from 8 a.m. until 8 p.m., on Wednesday, September 19; and from 9 a.m. until 11 a.m. and from 2 p.m. until 5 p.m. on Thursday, September 20. You read those times correctly. Code development is an excruciatingly long process.

In addition to hearings at the BOCA/ICBO conference there will be Final Action Hearings at the Southern Building Code Conference International (SBCCI) Annual Conference, October 28-November 1, in Greensboro, North Carolina. The action from these two conferences decides the final content of the codes and will be incorporated into the 2002 Accumulative Supplement to the International Codes.



September 21
Ohio Remodelers Symposium
Kent State University Stark Professional Education & Conference Center, Canton, Ohio

September 21
NARIPRO Tabletop Show
Professional Football Hall of Fame, Canton, Ohio

September 26
Dinner Meeting
Yale Industries

October 17
Sales Seminar
Manchester Hotel, Middletown
David Hiatt, Hiatt Associates
“Sales and the Professional Remodeler”

October 24
Dinner Meeting
Dayton Marriott
Jess Meloche, Safety Systems
“OSHA Legal Issues”

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