

## October meeting will feature OSHA's Dirty Dozen

In last month's president's column Bob Malchow, CR, pointed out that construction is an inherently hazardous business - or at least inherently potentially hazardous. There are, as he said, a lot of ways you and your employees can be injured on a job site. Bob also noted that, in spite of the hazards, most serious job-related injuries can be prevented.

Even if an injury doesn't occur,

job site hazards that can be mitigated can be hazardous to your company's financial health - if an OSHA inspector finds them and issues a citation. Creating and maintaining the safest possible work sites is a habit that pays big dividends in reduced exposure to worker's comp claims, legal liability, and OSHA fines. First, however, you need to know where to look for the most common construction industry worker safety hazards. That's the subject of the October Miami Valley NARI dinner meeting.

October's guest speaker is Wayne Haddix, president of Road to Safety, a Milford, Ohio, firm that provides safety training, safety consulting, job site analysis, and representation services to general and specialty contractors. He will acquaint NARI members with "The Dirty Dozen: The Top 12 OSHA Citations."

Wayne has 21 years experience in the field of safety compliance, including 15 years of construction industry experience. He established Road to Safety in 1995 to aid with the ever-increasing responsibility construction companies face in complying with OSHA safety requirements, and the high cost of conformance.

Due to the nature of the presentation this is a meeting your CLCs and other job site supervisors should attend, along with your company's senior managers. Consider inviting often-used subcontractors, too.

The meeting will be on Wednesday, October 24, at the Dayton Marriott. The social hour starts at 5:30 p.m., with dinner served at 6:30

p.m. The cost of the meeting is \$20 for NARI members and \$25 for non-members. Please call the Miami Valley NARI office at 937-222-NARI to make reservations for the meeting.

## September meeting nets nearly \$1,000 in disaster relief funds

The Miami Valley NARI meeting on September 26 was to be a supplier night with all revenue going directly to benefit the Education Fund. It turned into an impromptu, but very successful, fund raising event to aid those directly affected by the atrocities of September 11.

Nationally NARI has pledged to raise \$10,000 to support relief efforts. That may be a modest goal. Miami Valley NARI came up with 10% of it in a single evening.

Yale Industries hosted the meeting, so with no food costs to cover it was immediately decided to contribute all meeting fees, which amounted to more than \$500, to the relief fund. Carmen Urbietta, who was not at the meeting, "lost" the \$350 lotto prize, but the prize really wasn't lost. Again there was an immediate vote to donate the lotto pot to the NARI relief effort. A simple "pass the hat" effort netted \$85. Split-the-pot winner Bob Kracus, CRS, donated his winnings and NARI contributed its share of the pot to add another \$35.

When everything was totaled funds raised at the meeting amounted to nearly \$1,000. Miami Valley NARI encourages all members to

(Continued on page 4)

### Coming Attractions

#### October Meeting

##### Date & Time

5:30 p.m., Wednesday, Oct. 24

##### Location

Dayton Marriott

##### Program

Wayne Haddix  
Road to Safety

*The Dirty Dozen: OSHA's Top 12 Citations for Contractors*

##### Cost

\$20 NARI members  
\$25 nonmembers

Please call the Miami Valley NARI office at 937-222-NARI to make reservations for this meeting.

#### MVNARI/OVNARI Sales Symposium

##### Date & Time

9:00 a.m. - 4:00 p.m., Oct. 17

##### Location

The Manchester Inn  
Middletown, Ohio

##### Cost

\$60 for NARI members

To register mail registration form from the seminar brochure or call 937-222-NARI.

# Suddenly a kitchen project wasn't all that important

by Bob Malchow, CR

Malchow Building & Remodeling

On a recent morning, more as a matter of routine than of conscious thought, having gone through the same steps thousands of times throughout our marriage, I kissed my wife good bye and headed out the door. I drove to the supply house to pick up the few items needed to complete a kitchen project.

The bright sunny morning, anticipation of starting a long awaited vacation in two weeks, and the thought that I should be home by noon, had put me in an especially good mood. Little did I know that this glorious morning was to quickly take such a dismal turn.



Photo by Claire Lea, Miami Valley NARI

On September 11, 2001, the United States of America, indeed the world, was subjected to the worst acts of terrorism ever witnessed.

We will, as will most of the world, be forever able to relive in vivid detail, the horrifying and frightening events of the morning as they unfolded before us on live television.

I watched airliners full of passengers crash into buildings.

I watched as people plunged from buildings, presumably because they felt that jumping to their death was a better option than burning; alive.

I watched in shock and disbelief, as the two 110 story twin towers of the World Trade Center collapsed into a heap of rubble with thousands of people inside.

I watched as the Pentagon, the very symbol of our strength and security, burned out of control.

I listened as survivors told the world of their fear and of their elation at having survived the carnage, only to dissolve into grief at the realization that many of their friends and coworkers were trapped in the tangle of steel and concrete.

I have also heard the many stories of HEROES. Of more than 400 policemen and firefighters that per-

ished performing selfless acts of courage, as they rushed into burning and crumbling buildings in an effort to save lives, as every one else was running out. Of two men, who as they were exiting down a smoke filled stairway from the 91st floor, discovered a handicapped woman on the 68th floor, carried her in a wheel chair for an hour and fifteen minutes, out to safety. Of the heroism of the passengers of flight 93 that overpowered the hijackers at the cost of their own lives in order to save untold lives on the ground. And of thousands of rescue and safety personnel working frantically and tirelessly to uncover survivors or the bodies of those who were killed.

I have now had two weeks to reflect on this tragic day. I have watched seemingly endless reports and updates. I have gazed at the surreal images presented by television and newspapers. But it is no more comprehensible. The events of September 11, 2001, resulted in the loss of over 6700 lives of people from 63 nations at the WTC complex, 189 lives at the Pentagon, and 44 lives in Pennsylvania, and an untold number in the upcoming campaign to eradicate the threat of terrorism,

## Miami Valley

# REMODELER

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We must show the terrorists of the world, that their senseless acts have only made us a prouder, stronger, more united nation than before. Display the flag. Support the president and your elected officials in this time of concern. We owe it to those who were injured, to those whose lives were lost, to our families, and the thousands of families whose lives were torn apart. We owe it to our country. We owe it to ourselves.

If you have not donated to the American Red Cross, the United Way, Sept. 11 Fund, or some other associated organization, please do so today. Their needs are ongoing, and will continue long after the efforts in New York and Washington have been completed.

*United We Stand and  
God bless America.*



### **CR, CRS, CLC class meeting at NARI office**

*Seven representatives of Miami Valley NARI member companies and three from Ohio Valley NARI are working toward Certified Remodeler, Certified Remodeler Specialist, or Certified Lead Carpenter certification. Kip Bohachek, CR; Gary Porter, CR, and Gregg Strassel, CR, are instructors for the eight-week preparation program, which is being held at the NARI office. The certification examinations are scheduled for mid-November.*

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# NARI chapters sponsor seminar

Miami Valley NARI and Ohio Valley NARI are cooperating to present an all-day seminar to help NARI members improve their sales and marketing effectiveness on Wednesday, October 17.

The seminar leader is David A. Hiatt, who has more than 20 years of active sales and sales training experience.



David has sold insurance and radio time, but his true passion is helping companies and individuals grow and develop. He formed Hiatt

Growth & Development to pursue that mission. An important element of David's training is helping clients recognize their personal perceptions and attitudes about sales, prospects, and themselves.

One attitude that is prevalent in construction is the belief that contractors need to give away detailed project descriptions and even designs as part of the sales/bidding process. David disagrees. He will present a practical plan to end the cycle of unpaid consulting.

The plan starts with qualifying -- and occasionally disqualifying --

prospects. You'll learn the basics of this sometimes challenging task. You'll also learn techniques for creating strong upfront agreements, helping customers discover their buying motives, uncovering commitment, learning customers' decision process, understanding what happens next, and becoming a trusted advisor not just another remodeler.

One flat fee of \$60 per person includes the complete program, a continental breakfast, lunch, breaks and meeting materials. Companies are encouraged to bring owners, lead carpenters, sales staff and anyone else who may have regular contact with customers.

For NARI Certified professionals, certificates of attendance will be distributed for use in the re-certification process.

The historic Manchester Inn in downtown Middletown is the site of the seminar. Breakfast will be served starting at 9:00 a.m. The first seminar session starts at 10:00 a.m. The program will end at 4:00 p.m.

To register for the seminar return the form in the brochure you recently received. If you have misplaced the brochure call the NARI office at 937-222-NARI.

*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.*

## September meeting

*(Continued from page 1)*

join with the chapter in contributing to NARI's national relief effort. To participate in this effort, make checks payable to one of the following (donor's choice), the American Red Cross, the New York Police & Fire Disaster Relief Fund, or the Widow's & Children's Benefit Fund.

Please send all donations to:

NARI RELIEF EFFORT  
780 LEE STREET, SUITE 200  
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