



The Arizona Remodeler

Official Publication of the National Association of the Remodeling Industry

July 2008

Summer Social at Four Peaks Grill & Tap July 9th—6:30pm Some Seating Still Available

2008 Events Calendar

July 9, 2008

Annual Beer & Wine Tasting Social 6:30pm
Four Peaks Grill & Tap
Frank Lloyd Wright & Hayden Roads, Scottsdale
Limited space available.
RSVP's a must.

July 23, 2008

Pella Windows & Doors Open House: 4-8pm
2051 S. Dobson Rd. Suite 3
SW corner of Dobson & Baseline
(480) 632-8023. See page 3 for details. RSVP by 6/18/08.

August 1, 2 & 3, 2008

Summer Home & Garden Show at the University of Phoenix Stadium. Need before & after photos for free Power Point presentation. See page 3 for details.

August 13, 2008

Westar Kitchen & Bath Chapter Meeting: 6-8pm
1550 N. Greenway-Hayden Loop, Scottsdale, AZ 85260

September 10, 2008

Arizona Wholesale Supply Co. Inc. hosts Chapter Meeting: 6-8pm
2020 E. University Drive, Tempe

September 13, 2008

18th Annual NARI Golf Outing, Starfire Golf Club @ Scottsdale Country Club, details on page 6.

Times & locations subject to change. Call the Chapter office to RSVP.

Wondering what to do when the weather is already in the 110's and you are not yet in San Diego, or busy visiting relatives and friends in the Midwest, or on that cruise to Alaska?

You can still make plans and attend the annual Greater Phoenix NARI Summer Social at the Four Peaks Grill & Tap in North Scottsdale. This non-sponsored event kicks off at 6:30pm and goes until ? The Four Peaks allows our Chapter the entire top floor for our gathering. There is still room for a few more of you, but only if you call the office by Thursday, July 3rd with your credit card. There are no payments taken at the door.

The Four Peaks Grill & Tap is noted for its amazing home brewed beers including the popular Kilt Lifter, a Scottish Style Ale, the bronze beer award winner Oatmeal Stout,

their 8th Street Ale and Arizona Peach among several others. Many of their beers have earned awards in the World Beer Cup.

For those of you who like your domestic beers like Bud Light and Miller Lite, or prefer a chilled chardonnay or your merlot that's available too.

For just \$37.00 you receive three drink tickets and all of the gourmet pizza and appetizers you can eat.

Space is limited and payment must be received by July 3rd at 4:00pm. Call the NARI office at (480) 419-1631 and give Jetta your credit card information. This is an event you don't want to miss. Again, this is a closed event and payment will not be taken at the door.

Cheers! See you then.

How to Drive a Contractor Crazy *contributed by George Brunell, CR*

1. Avoid making decisions.
2. Change orders frequently, then become outraged by the additional costs and the related delays.
3. Ask a contractor to provide a solution to a difficult design problem, then use a different contractor for the job.
4. Challenge the contractor's expertise with sentences that include the words "my brother-in-law" thinks, "my neighbor thins" or "I took a shop course when I was in 10th grade and this is what I think." If your brother-in-law was that good, why didn't you hire him?
5. Withhold final payment for months because of minor problems like missing fixtures that are on order.
6. Withhold final payment because you know it will cost the contractor so much money and time to take you to court that it will not be worth it.
7. Cling to the belief that contractors have X-ray vision that enables them to see into walls, and thus are aware of faulty wiring and plumbing or rot before the start of a job.
8. Attempt to poach the contractor's workers by taking them aside and asking them to come back when the job is finished to do another job.
9. Schedule construction during the third trimester of pregnancy.
10. Buy appliances or building materials online or from a discount house to save money, then expect the contractor to make everything work when the products are damaged or don't arrive on time.
11. Call the contractor in the middle of the night and on weekends about problems that can wait until Monday.
12. Hover about a job while muttering tragically, "It doesn't look finished." It's a job site. It doesn't look finished because it isn't finished.

From the New York Times Online news by Joyce Wadler published May 15, 2008.

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The publication or any advertisement is not
to be construed as an endorsement unless
the ad specifically states that there is such
endorsement or approval.

A Message From The President

Gary Wheat, CAPS CR
Kirk Development Company



July, 2008

Welcome friends:

I want to thank Pat Moran and his team at Unique Building Concepts for hosting our June dinner meeting at their wonderful showroom in north Phoenix. The dinner was great and their product selection is truly Unique.

Our annual Beer & Wine tasting Social is set for July 9th at Four Peaks Grill & Tap in Scottsdale. Check with Jetta to see if room is still available for you to join us if you haven't already paid in advance as space was limited! Sorry, but there are no payments at the door.

August starts off with a home show at the University of Phoenix Stadium on the 1st - 2nd & 3rd. Friday, Saturday and Sunday. Be sure to sign up for your time slot and a chance at \$150.00 or \$50.00 cash.

Our August dinner meeting is being hosted by Westar Kitchen & Bath at their Scottsdale showroom. Last year's meeting was very informative and was talked about for months!

Greater Phoenix NARI chapter announces our Membership Recruitment Drive. We have chosen our September 10th, 2008, Chapter meeting, hosted by Arizona Wholesale Supply Co. Inc. as the Recruitment Drive Event Night. I want to encourage all of our members to increase their efforts to invite new companies to join our Chapter. Start a list of companies you work with that you would like to invite.

NARI National is providing special Post Cards to be mailed to prospects, inviting them to attend this meeting. For those people who ask... "what's in it for me?" Well there's \$500.00 to the chapter that has the highest percentage of growth during the drive!

We did it last year. Let's make it happen again in 2008!

Network with your fellow NARI members to keep our local economy going!

Remember- "If you see someone without a smile- Give them one of yours."

I look forward to meeting you at our next event!

Sincerely,

Gary Wheat

Gary Wheat CAPS CR
President, Greater Phoenix NARI

2009 Chapter Print Advertising— Taking Space Reservations Now

The Chapter print directory continues to evolve with each year getting better and better. This year there are more special features and editorial which provides the consumer a magazine experience.

Our Contractor of the Year (CotY) Awards section increases in size with more full color photos dedicated to showcase the winners.

Those of you who received certification and/or accreditation will be recognized in a

section about certified professionals.

We're also developing a feature on member awards and expanding the NARI philanthropic activities section.

A list of remodeling categories and member listings expands as well.

New this year will be the opportunity to place an article about your business and services adjacent to your ad.

The 2009 Ad Rates are as follows:

Full page 4/c: \$1750

Full page 2/c: or b/w: \$1400
Half page ad with half page advertorial: \$1750

Half page 4/c: \$ 850

Half page 2/c or b/w : \$700
Quarter Page ad with quarter page advertorial: \$850

Quarter Page 4/c: \$500

Quarter Page 2/c or b/w: \$400

The inside front cover runs \$1950. Full page ads will for the most part run opposite editorial.

Look in the mail for the directory and website information update, the order form and advertising specs at the end of July. Space reservations are due on September 30th, however for best positioning, reserve your advertising space now.

Don't wait. To reserve your space, contact Brian Puglisi, CR — Directory Chair at (480) 626-7626 or email him at BP@NYDesignbuild.com or committee member Julie Cook at (480) 991-4424 or Julie@insideout.com.

Project Photos & Volunteers Needed for NARI Home Show —August 1, 2 & 3

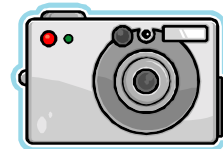
The Greater Phoenix NARI Booth is going to have considerably more visitors because it is part of the show's Passport Getaway Contest — part of just 10 select groups that attendees must stop by in order to register to win a trip to Hawaii. The show's facilitators estimate 50,000+ people will likely attend this home show.

We are looking for members to run the booth, distribute

membership directories and discuss the benefits of working with a NARI remodeling contractor,

Volunteers can discuss their companies as an added benefit. Several members turn leads into projects quickly. Volunteers are needed Friday & Saturday from 10am—7pm, and Sunday from 10am until 6pm. Please call the office with your times. Volunteers win prizes for their time!

A power point presentation on a large flat screen now runs featuring many of our members' projects. Why not get your before & after pictures on it as well? Brian Young, Chapter Secretary needs 4-6 pictures (2 slides per company). The deadline for photos is July 15th. Questions, contact Brian Young of **NY Design Build Inc.** at (480) 292-4725 or brian@youngventures.us.



Summer Home & Garden Show at University of Phoenix Stadium in Glendale.

You're Invited to Pella's Open House—Wednesday, July 23rd—4:00– 8:00pm

"We are very excited and looking forward to the opportunity to showcase some spectacular products to Chapter members and guests", said Duane Reese, of **Pella Windows & Doors SW**. "We hope you can join us for appetizers and drinks, meet your Pella team and see why you should use Pella for all of your next remodeling projects."

Pella has an outstanding reputation of designing and

building some of the best windows and doors in the industry. Since 1925, Pella has been a leader in technology and product innovations and has been recognized for their achievements as the 2007 & 2008 Energy Star Partner of the year as well as JD Power and Associates award for Highest Level of Customer Service.

At the open house Pella will showcase their new multi-slide patio doors, their pre-

mium wood entry systems as well as their between the glass window fashions and the endless options to meet your window and door needs.

Please RSVP by Friday, July 18th. For more details call: (480) 632-8023.

The new showroom is located at 2051 S. Dobson Rd., Suite 3. Located at the southwest corner of Dobson and Baseline in Mesa.



"VIEWED TO BE THE BEST."

Greater Phoenix NARI New Members

- **Acu-Chem Inc.**
ROC 092315 & 090507
Lisa Thompson (602) 993-9800
11029 N. 24th Avenue. #807, Phoenix, AZ 85029
Email: LThompson@acu-chem.com
Website: www.acu-chem.com
Preservation, restoration and maintenance of natural stones; porcelain and ceramic tile and grout; epoxy coatings.
- **All American Residential & Commercial Construction**
ROC 203518
David B. Harris (602) 296-7430
2441 W. Acoma Drive, Phoenix AZ 85023
Email: All_american@cox.net
Website: www.allamericanconstruction.org
A full service residential and commercial general contractor specializing in room additions, kitchen and bath remodeling and tenant improvements.
- **The Apollo Group, LLC Design & Build**
2010022 ROC 215221 Class B
C. Tyler Kestner (480) 664-1742
8914 E. Aster Drive, Scottsdale, AZ 85260
Email: tyler@theapollogroupaz.com
Website: www.theapollogroupaz.com
Dependable & reliable contractor for residential remodels, renovations and additions. Member of the BBB and the Scottsdale Chamber of Commerce.
- **BC Renovations, LLC**
ROC 237632
Meghan S. Pollard (480) 895-0239
2453 E. Prescott Place, Chandler, AZ 85249
Email: Meghan@bcrenovationsaz.com
Website: www.bcrenovationsaz.com
Offering full service residential remodeling and design services.
- **Bella Builders Corporation**
ROC 194955
William Stiles, CR (602) 309-0969
16211 N. Scottsdale Rd., Ste. 443, Scottsdale, AZ 85254
Email: Bill@BellaBuilders.com
Website: www.BellaBuilders.com
Residential remodeling, design and home services.
- **Buildproof, Inc.**
Sarah Merritt (480) 425-0632
6900 E. Camelback Rd, A-37 Scottsdale, AZ 85251
Email: Sarah@buildproof.com
Website: www.buildproof.com
Offering an online system that protects both the remodeler and the homeowner from financial risk.
- **Custom Stone Works**
ROC 202270
Mike Dennis (480) 899-9876
88 S. Hamilton Place, Gilbert, AZ 85233
Email: customstoneworks@gmail.com
A granite fabricator and installer — primarily for custom homes and remodels.
- **Dodge Electric, Inc.**
07-306542-u / ROC 062811 / ROC 07299
Victor Williams (480) 926-1033
781 S. Arizona Ave., Chandler, AZ 85205
Email: office@dodgeelectric.com
Website: DodgeElectric.com
We are specialists in installing electrical systems for your projects, big and small.
- **EuroDream Kitchens & Design Gallery**
ROC 186383 CLXS-AZ
Johan Bolle (480) 998-0244
8670 E. Shea Blvd., Scottsdale, AZ 85260
Email: PBolle@EuroDreamKitchens.com
Website: www.EuroDreamKitchens.com
Contemporary European design. See us for cabinetry, countertops, appliances and window treatments.
- **Home Depot Dumpster Rentals by Oak Leaf Waste**
Josh Adams (602) 578-4447
4111 N. Drinkwater Blvd. #C 110, Scottsdale, 85251
Email: josh.adams@hddumpster.com
Website: hddumpster.com
Great price. Simple convenient dumpster rental service. Nationwide. One stop shop.
- **Homework Remodels**
ROC 207613
Steve Shinn (602) 478-5102
4525 N. 19th Place, Phoenix, AZ 85016
Email: steve@homeworkremodels.com
Website: www.HomeworkRemodels.com
Remodeling company specializing in historic thru mid-century modern homes.
- **Huntwood Custom Cabinets**
ROC 113169 & 120507
Dennis Ayers (480) 596-9595
14455 N. 79th St., Suite H, Scottsdale, AZ 85260
Email: Dayers@huntwood.com
Website: www.huntwood.com
Huntwood provides custom framed cabinetry in traditional and contemporary stylings.
- **Pacifico Marble & Granite**
ROC 238124 & 238175
Sebastien Verstraet (480) 699-7263
7625 E. Redfield Rd. #400, Scottsdale, AZ 85260
Email: sverstraet@sebconsulting.com
Website: www.pacificomarble.com
Fabricator and installer of granite countertops and tile flooring.
- **Raymac Construction Inc.**
ROC 206884 & 229343
Steve Taylor (623) 707-6401
38642 N. 12th Street, Desert Hills, AZ 85086
Email: Info@raymac-inc.com
Website: www.raymac-inc.com
Remodeling General Contractor... "Quality you expect — service you desire."

See next page for more new NARI Members ...

Greater Phoenix NARI New Members continued

- **Signature Solid Surfaces**

Mary Tewalt (623) 341-1142
6502 W. Soft Wind Dr. Glendale, AZ 85310
Email: mtewalt@yahoo.com
Website: www.signaturesolidsurfaces.com
See us for solid surface countertops, vanities, tubs and shower pans.

- **Smith Barney**

Greg D. Moss (480-345-4741)
80 E. Rio Salado Parkway, Ste 810, Tempe, 87281
Email: Greg.D.Moss@SmithBarney.com
Look to Smith Barney to build, manage and preserve the wealth of you, the client.

- **SM Surfaces Inc.**

AZ 089139-L48 140628—C05
AZ 089128-C48 190257-K08
Ken Mathis Sr. (602) 493-7033
2637 E. Greenway Road, Phoenix, AZ 85032
Email: Ken.Mathis@smsurfaces.com or
Email: Terry.mondhink@smsurfaces.com
Website: www.smsurfaces.com
Contact SM Surfaces for floors, countertops, tile, carpet, stone, granite fabrication and hardwood.

- **Socha Construction**

J. Dale Socha (602)-388-4666
12849 N. 36th Drive, Phoenix AZ 85029
Email: DSocha@cox.net
Website: www.dalesocha.com
With over 28 years in business in Arizona and California, Socha delivers 100% customer satisfaction.

- **Stonehaven**

ROC 107540 & 107512
Shelby Hogan (602) 896-7641
330 W. Melinda Lane, Phoenix, AZ 85027
Email: Shelby.hogan@stonehaven-az.com
Professional fabrication and installation of custom granite countertops and more.

- **Stonetnet, Inc.**

AZ 137062
Tom Wagner (602) 243-5828
2635 S. 24th Street, Phoenix, AZ 85034
Email: TomWagner@stonenetinc.com
Website: www.Stonetnetinc.com
Fabricators and installers of natural and engineered stones.

The Pot of Gold rolls over to a whopping \$250 in July. Arlington Custom Builders, Inc. was not at the June meeting when their name was drawn. ☹️

18th Annual NARI Golf Outing— Saturday, September 13th

Start practicing your drives and your tee shots for the scramble format outing at the Starfire Golf Club at Scottsdale Country Club.

Choose from the following sponsorship packages:

- 1) Four golfers: (fees, cart, lunch and 2 drink tickets plus exclusive hole sponsorship. Early Bird: \$60, Late Bird: \$680
- 2) Two golfers: (fees, cart, lunch and 2 drink tickets plus exclusive hole sponsorship. Early Bird: \$400, Late Bird: \$480
- 3) One golfer: (fees, cart, lunch and 2 drink tickets plus exclusive hole sponsorship. Early Bird: \$275, Late Bird: \$340.
- 4) Hole Sponsorship Only—Early Bird: \$150, Late Bird: \$200
- 5) Individual Golfer: (Fees, Cart, Lunch and 2 drink tickets. Early Bird: \$125, Late Bird: \$140

() I am registering to play.

() I want package # _____

() Here are my golfers:

1. _____
2. _____
3. _____
4. _____

() I'm a single — put me with a group.

() Sign me up for lunch only. (Cost \$35.00)

Name: _____

Address: _____

City/State/Zip: _____

Phone: _____

Email: _____

Mail registration and a check to: NARI Greater Phoenix Chapter
P.O. Box 26985, Scottsdale, AZ 85255

For more information contact golf committee members:

Brian Young	(480) 292-4725
Kyle King	(602) 616-0920
Jerry Corell	(480) 216-8874
Lisa Thompson	(602) 330-2137
Debi Rusk	(480) 353-0324
Kim Dennis	(480) 227-9554
Mary Salazar	(602) 689-6556
Tom Reed	(602) 705-6099



There is plenty of fun in store. The Hole-in-One contest wins \$10,000 cash prize. There are prizes for longest drive and closest to the pin. There's a betting hole, special prize drawings, a silent auction, a 50/50 drawing and gift bags for all golfers. This tournament gets better and better each year. Sign up now and take advantage of the Early Bird discount.

Membership Committee Members:

Greg Moss—Chair
(480) 345-4741
Smith Barney

Sarah Merritt
(888) 295-7904
Buildproof Inc.

Tim Morse
(602) 989-1530
Cook Remodeling & Custom Construction

Laurel Jefferson
(480) 345-4729
Smith Barney

Membership Committee News...

Greater Phoenix NARI is, once again, with a Membership Committee. Members and interested persons alike will be hearing from us as the year progresses on.

If you have someone that is interested, remember that bringing in three members within a year will waive your membership fees for your next year's membership.

\$500 dollars is \$500 dollars! Simply a great way to put money back in your pocket and help build the associa-

tion. Your dues help contribute to planned educational seminars, the purchase of the new sound system used for our well attended meetings, and most recently, the large flat screen television that showcases your before and after photos of the quality remodeling work NARI members are known for at each of the home shows.

Several members last year qualified including **Kirk Development Company, Tri-Lite Builders, The Kolesik Law Group, Roadrunner**

Custom Remodeling Inc. and NY Design Build Inc.

Thanks to the team at NY Design Build Inc. who recently donated their waived fees to the education fund. Said NY Design Build President, Brian Puglisi, CR "NARI has contributed greatly to the continued growth and success of my company."

Many companies have brought new members in to the association. Keep up the good work. Let's grow!



Here's a bright idea! Contribute to your NARI Newsletter. Articles are due the 25th of each month.

Improving Your Home, Helping the Environment

Home Depot recently launched its Eco Options site with tips on protecting the environment and saving money.

The site includes five categories: clean air, energy efficiency, healthy home, sustainable forest and water conservation.

You can calculate energy savings from replacing your gas water heater with electric. See what swapping out

regular light bulbs with compact fluorescent ones can save you.

Much of the focus is dedicated to the consumer with opportunities to register to attend 30 minute live online workshops or view taped clinics on home improvement topics like how to put in crown molding.

But as typical consumers you can also learn that replacing your toilet with a low

flow model that uses 1.3 gal per flush it can reduce indoor water usage up to 20%. Check it out.

Access the site from a link at www.homedepot.com or www.homedepot.com/ecoptions.



Greater Phoenix
NARI Local
Volunteering News...

Opportunity Knocked—Community Outreach Answered

Greater Phoenix NARI tackled it's first challenge the second weekend in June and proved that hard work, dedication, and generous hearts are just a small part of this organization.

Working together, **Angels on Call, NY Design Build, Red Mountain Renewal and Ferguson Bath, Kitchen & Lighting Gallery** were able to transform a bad situation for one Phoenix area resi-

dent into a safe environment for her. In two days, a dangerous and inaccessible old bathtub with even older plumbing became a show-piece shower enclosure with all new fixtures, enabling the client to safely and securely bathe despite her physical limitations.

"We are honored to have participated in this charitable endeavor and look forward to helping **Angels on Call**

with future needs," said Tai Goidich of Ferguson's.

Thanks to the generous donations by NARI members of time, materials and money the Community Outreach program launched successfully, the first of many endeavors to give back and improve our community. Contributed by Tom Dederichs, CR CLC of **Red Mountain Renewal**.