


Central Jersey NARI

Newsletter of the Central Jersey Chapter of the National Association of the Remodeling Industry. Serving the professional remodeling contractor and associate companies in Central Jersey



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rrewiski@cjnari.org

Don't Forget to Like Us on Facebook: CentralJerseyNARI

Visit www.cjnari.org for program and chapter updates!

NJ Division of Consumer Affairs alerts home improvement contractors using the word "License" rather than "registration" when referring to their status with the Division are in error. Home improvement contractors are registered and not licensed. Do not use the word "license" in any ads, business documents, invoices, contracts or correspondence. Further, home improvement contractors must not use the word "license" when displaying the 13VH registration number on commercial vehicles. The Division appreciates your attention to this matter.

Wednesday Sept. 18
Chapter Membership Meeting

Joseph Abate, building inspector and HVAC contractor, will discuss state building and energy codes in the wake of Superstorm Sandy. Bring your questions and your problems in dealing with local building inspectors concerning new materials and installations.

Host: Jaeger Lumber, 500 Boundbrook Road, Middlesex, NJ 08846

Time: 6 p.m. Cost: \$25 members; First Timers FREE
Register Online at www.cjnari.org; call 908-442-6040; or email rrewiski@cjnari.org

CotY Binders will be available for sale: \$165/each. Discount for multiple binders.

MARK YOUR CALENDARS.....
October 16 Chapter Meeting at Ferguson's Bridgewater Showroom, which just completed a makeover. Hansgrohe will present a talk on Universal Design features for bathrooms.

CJNARI Solicits 2014 CotY Entries

CJNARI members are invited to compete for the prestigious 2014 CotY Awards in recognition of their achievements for remodeling projects finished between July 1, 2012 and November 30, 2013. Cost of entry \$165.

Companies – from one-person shops to the largest remodeling firms – report that winning this award is a major factor in enhancing their image within the industry and with prospective customers, and is a major morale booster for their employees. The numerous marketing opportunities available to CotY winners help set your business apart from other remodeling companies, and NARI helps by providing tools and resources to make the most of this distinguished honor.

Team Entries

NARI recognizes that the efforts of several companies may be needed to complete a remodeling project. When a CotY project is entered as a Team Entry, all NARI member companies involved (suppliers, services providers, etc.) can enter as one team and receive the recognition together for an additional \$75. The main contractor on the project (having supervision and control) is considered the lead entrant and should fill out the first page of the entry form. All participating team members need to fill out and sign the team entry portion of the form. Remember, NARI recognizes member companies in the CotY competition. Individual members of the same company do not need to enter as a team. All members of a winning team receive the same award and recognition as the team leader.

Information is available on www.njnari.org. Deadline: December 6, 2013. Binders can be purchased from Executive Director Renée Rewiski, by calling 908-442-6040 or email rrewiski@cjnari.org

Remodeling Business Pulse: Qtr2 2013

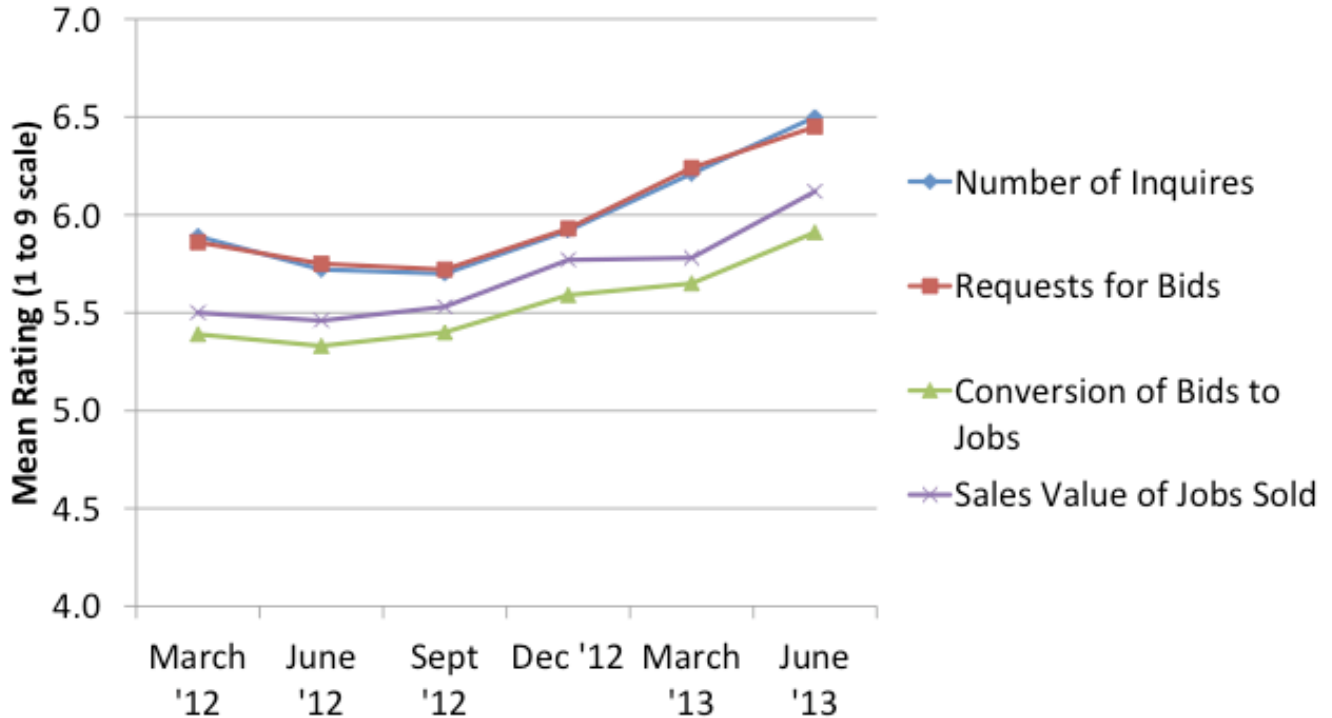
NARI's quarterly survey of members on the state of business and the industry reveals business is up, inquiries grew, requests for bids are up, conversion of bids to jobs has increased and sales value of jobs sold significantly increased.

Growth is being driven by several factors:

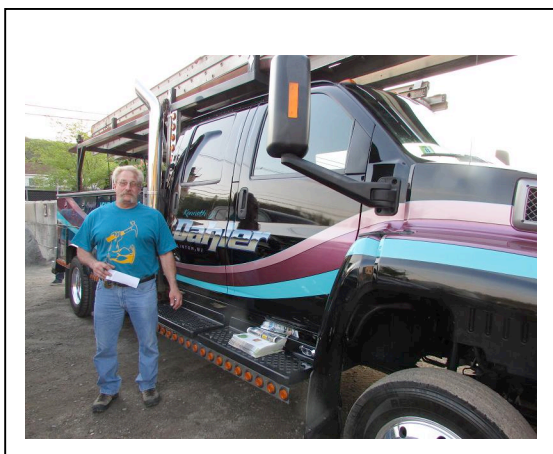
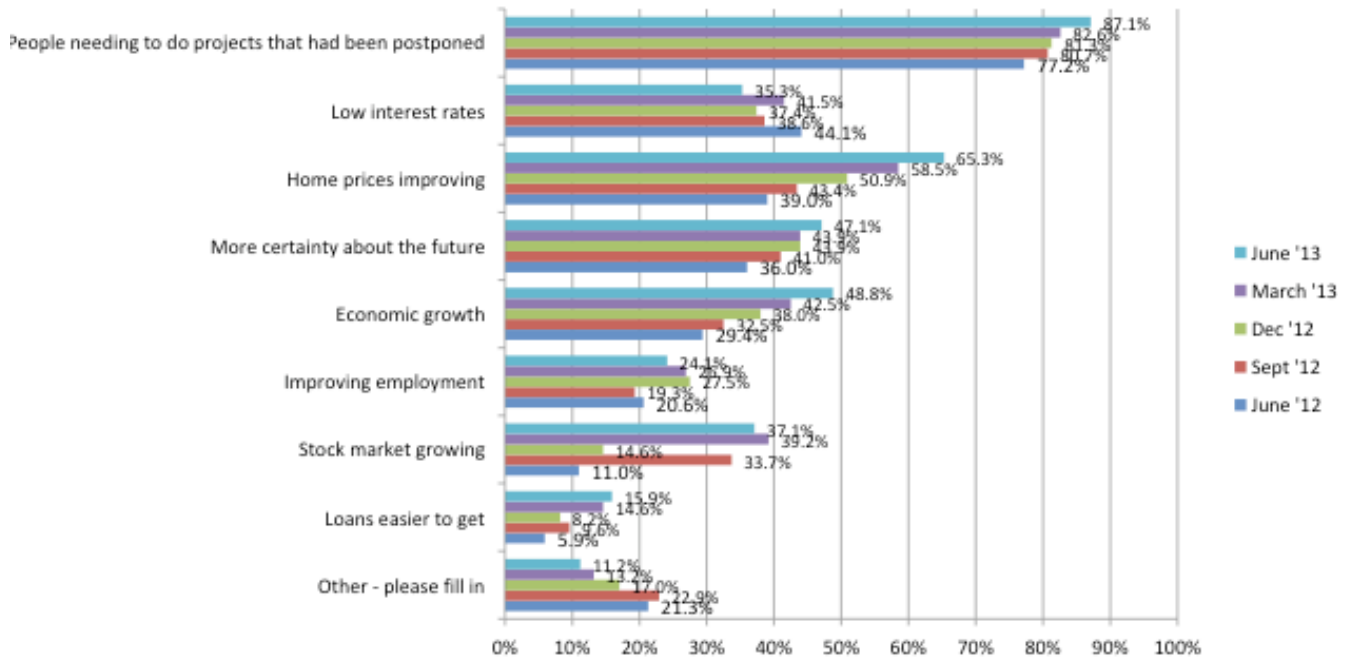
- People needing to do projects that had been postponed was selected by 87%, up from 83% in March
- Improving home prices was selected by 65% - this has been growing steadily and was at 59% in March
- Economic growth also was an increase at 49%, up from 43% in March
- More certainty about the future at 47% edged up from the 43% in March
- Lower interest rates fell as a driver at 35% down from 42% in March.

The results were strong across all regions of the U.S.

- The South leads in current business rating but its lead is not statistically different versus any of the other regions
- Looking at the components that drive the current rating generally shows minor differences among the regions
- Future business ratings are a bit higher in the Northeast and South, but none of the changes were significant



Reasons for Growth



At the May meeting, Ken Dahler (left) showed off his company truck to tie with Carmine Fusco for top honors for their vehicles. Members voted on the Best Looking, Best Marketing, Most Organized Vehicles, plus Oldest, Overall points went to K & D Contractors and Landscape Aesthetics. Chapter President



Kelley Evens (above left) shown with Executive Director Renée Rewiski inspecting the trucks.