

LUNCH MEETING
TUESDAY, APRIL 19, 2005 - 11:30 AM
Special Guest – Paul Vosen,
NARI Region III Vice-President

THE ITALIAN COMMUNITY CENTER
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FREE PARKING!

“What does NARI do for me?” The association prides itself on providing a variety of services and opportunities to its members. These include this newsletter, the annual consumer Shows, marketing and advertising, and much more.



Milwaukee/NARI is honored to have Paul Vosen, NARI Region III Vice-President, as its guest speaker at its April lunch meeting. Paul will provide additional information on “What does NARI do for me?,” explaining in more detail all the benefits that are available to

members of the largest association dedicated to the home improvement and remodeling industry.

Paul, a member of NARI since 1985, is a past president of NARI of Madison, and has served as a National Board Representative for 15 years as both National Educational Committee Chair and National Membership Committee Chair. He has also participated on several other national and local committees. Paul, a Certified Remodeler, owns a specialty remodeling business in Madison.

Please join us for what will be an informative event on how to enhance your membership.

Registration: 11:30 a.m.
Lunch: Noon

COST : Pre-Registration: \$18.00
Walk-ins: \$23.00

MENU: Mediterranean breast of chicken, pasta, mixed vegetable medley, and Vienna torte.

MEMBER SHOWCASE: ProSource Wholesale Floorcoverings is the Member Showcase for the afternoon. Please be sure to stop by to learn about how this company can help your business.

BUSINESS CARD BOARD: You will be able to display your business cards at the registration table. This is another great way to get your name out to members who may have a need for your product and/or service. We request that you pick up any remaining cards at the end of the afternoon so room can be made for next month’s meeting.

JACKPOT DRAWING: One lucky member will win \$75.00! Just pre-register with the office, be the official representative of your company, and be present for the drawing. You could be a winner!!

REGISTRATION DEADLINE: Friday, April 15

President's Letter

The month of March is a time of transition in the Midwest. Old man winter gets in a few last blows, signs of spring start popping up, and March Madness is upon us!

If you are like most people, you're looking for a few good picks to help you make a run to the big game. Well, you're in luck!! I have three **guaranteed** winners for you. Use any one of these and you will elevate your game. Use all three in unison and you are sure to be a winner. Are you ready? Here they are: Communication, Education, and Participation.

Good communication is like a good defense. If everyone is on the same page and knows the game plan, you are more likely to be successful and go further in the competition. Good communication will enable you and your team to spot weaknesses before they turn into game breakers. In theory, communication should be one of the easiest goals to accomplish in your business. In practice, it can be one of the most difficult. Communication is not a one-and-done function. It requires a consistent, ongoing effort. A good communication plan will involve management, employees, customers, prospects, suppliers, and professional resources.

Strong education is your best offense. A well-educated team will consistently outperform the team that rests on its past successes. Make education, or continuing education, a priority in your business. We are fortunate to have so many educational opportunities available to us. NARI certification courses are an excellent source for professional development in the trades, plus we have periodic seminars and lunch meeting speakers that offer excellent insight as to how to improve our operations. But don't forget about the rest of your team. Administrative, management, sales, and service will also benefit from continuing education. Ignorance is not bliss!

Participation is the execution of your game plan. This is where it all comes together. Develop a plan that will put your business in front of your target audience. Participate in trade shows, the Spring Showcase, The Wisconsin Remodeler Awards, monthly membership meetings, the Foundation Golf Outing, targeted marketing, and public seminars. Sound familiar? Ask for (and call on) referrals. You could have a good communicating, well-educated team. But if your prospect doesn't know it, you're out in the first round. If you're going to be a winner, you have to work to be in the game!

Our next membership meeting will be a lunch meeting on Tuesday, April 19th. The topic will address "What does NARI do for me?," a natural tie in to making sure you're properly executing your plan.

If you haven't been to a meeting lately, this would be a great time to start. You need to eat lunch, right? Why not work on the participation aspect of your business and we can all earn some compound interest. I hope to see you there. Good luck with your picks!

Paul Kraemer, CIC, CRM

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Marketing Corner

10 Practical Steps to Improve Your Team's Negotiation Skills

One week prior to the meeting, send an email to your team and request that each member write a one paragraph description of his or her "toughest" customer... the most difficult negotiator.

Open the meeting by explaining that your team will be working on negotiation skills, with the goal of increasing the profitability of your average sale while simultaneously improving customer relations. Ask your team members to participate to the fullest and make it clear that you consider this skill to be important.

Ask for a volunteer. Have the volunteer describe his or her toughest customer and why that customer was so difficult. Then tell the volunteer that he or she will now be role-playing being that customer.

Ask for a second volunteer, who will pretend to be the salesperson that is selling to the "difficult customer."

Have the second volunteer give a brief summary of your company's products and price. Have the difficult customer react (in character) to the proposal. The difficult customer will probably find fault with the products or demand a price break. If not, suggest that ploy to the difficult customer.

Stop the role-play. Ask the rest of the team how the second volunteer might react to the difficult customer and still get a sale.

Spend 10 minutes going over the philosophy of collaborative negotiation and the five kinds of power.

Repeat the role-play, but with yourself in the role of the salesperson. In your brief presentation, attempt to build your negotiating power through insight, legitimacy, relationship, need/solution, and differentiation. Then confidently ask the difficult customer to pay the top price that you would charge for your products.

Ask the first volunteer to come out of character and express an honest opinion about whether the approach that you took would have worked better than the approach taken by the second volunteer.

Open the meeting for a discussion about ways that team members can increase their negotiating power throughout the sales cycle.

Five Tips to Help You Up Your Employability Quotient

Become an enthusiastic expert. Others will look to you if you're an expert in a particular area. Offer to write an article for your company's newsletter or to speak at a trade show.

Speak well of yourself. Don't put yourself down and don't use self-deprecating humor. Why make yourself look bad?

Ask for feedback. If you want to get ahead, but feel you're not getting anywhere, ask your boss or supervisor for feedback. Ask, "What can I be doing better here?" "What do I need to do to get to the next job level?" Be open to the feedback you receive – even if it hurts a little at first.

Say "Hello," "Good morning," "Have a nice day," etc. It is so important to greet and acknowledge others. It's amazing how people will respond to you if you do. We often think we're greeting others, but we aren't. Pay attention to your own greeting behavior for a few days and really discover whether you're greeting people or not.

Identify the leaders in your organization. Don't simply look at the CEO or president; find people who are key players in their departments – they are often tomorrow's trailblazers. Try to get to know them and emulate them.

Employee Award Winners Announced

The Sixth Annual Milwaukee/NARI Employee of the Year Awards gave association members the chance to recognize a person in their company who not only performs admirably — but also goes above and beyond the job description day after day.

While the selection of our three winners was once again extremely difficult, as there were 11 nominees, the judges believed each winner had a special quality that stood out to make them a 2005 Employee of the Year Award Winner, a trait that represents the finest of what Milwaukee/NARI offers to consumers throughout southeastern Wisconsin.

The winners are pictured with Dave Amoroso, Program Committee Chair (L) and Paul Kraemer, Milwaukee/NARI President.



Julie Davies, of Weather-Tek Design Center: Julie has been with her current company since 2001 as an inside sales person. She was recognized for taking every opportunity to learn the products inside and out, and her competence and understanding of the products is outstanding. She excelled in her position and has become the "Team Leader" who is required to manage the complete inside sales department. In 2004, Weather-Tek Design Center received three letters of commendation for her work. One of the letters said, "she radiates calm and competence, she is great with details and follow-up, and she makes a noticeable effort to make us feel like an important customer." Julie's nomination said the company is grateful to have her as an employee, as she is respected by customers, employees, and by the company owners.



Barbara Hacker of Kelmann Corporation: Barbara joined her current employer 10 years ago. She was recognized for her ability to provide exceptional, individualized customer

service, exhibiting good communication skills, dedication, and an appreciation of teamwork. Barbara is able to answer questions on the spot, which saves time, and in turn means business prosperity. Besides working with customers, she handles accounts receivable and assists in planning company events, all while maintaining a pleasant, and often humorous, attitude. As one of her co-workers said, "what she does for us – and she does a lot – doesn't matter as much as what she does for our customers."



Justin Kreger of My Penthouse/Turn-Key Homes, a division of Creative Horizons: Justin has been with the company for 10 years and is recognized as an inspiration to all company employees. After being an active Field Foreman, he was required to take a position in the office as the result of an automobile accident that left him paralyzed from the waist down. Since there was to be no more climbing ladders, Justin became the company expeditor. With determination, he tries to visit all job sites and meet with customers to keep projects progressing on schedule. The person making the nomination said, "He is a 'true asset' to our company, and we are proud and honored to have him as part of our team."

Milwaukee/NARI extends congratulations to the 2005 Employee of the Year recipients, to their member companies, and to all other employees that were nominated. Because of these types of people and the companies they represent, Milwaukee/NARI will continue to serve as the leading home improvement and remodeling resource in southeastern Wisconsin.

Advertising Opportunities Remain for NARI Resource Guide

Plans for the 6th Annual Milwaukee/NARI Spring Home Improvement Showcase are in full swing, and you still have an opportunity to be part of the event.

As part of the Showcase, The Milwaukee/NARI Resource Guide is developed for distribution to all attendees. In addition to the information on the Spring Showcase's remodeling projects, the publication features information on Milwaukee/NARI and its components, Wisconsin Remodeler of the Year Award Winners, Certified Professionals, and useful editorial and tips for homeowners.

Because of the expanded information that will be included in the program (it will go from 56-pages to 64-pages), the retention rate for the publication continues to be high. In addition to use during the Spring Showcase, the program book will be distributed at other NARI-related events during the remainder of 2005 and early 2006.

With the *Milwaukee Journal Sentinel* again involved as media sponsor, the additional promotion from *M Magazine*, and the other advertising and publicity generated, this is a cost-effective opportunity for you to reach a target market seriously interested in home improvement and remodeling.

The advertising deadline is Friday, April 22. For more information on advertising in The Milwaukee/NARI Resource Guide/Spring Home Improvement Showcase program, please call Patty Johnson (ext. 103) or Dave Amoroso (ext. 108) at Ron Sonntag Public Relations, 414-354-0200.

New Teleseminar Opportunity Offered by NARI National

Are you working too hard and too long yet feel like you have nothing to show for it? Are you stretched to the max? Has time become a diminishing resource leaving you struggling to get it all done? Is spring already on the way

and you still haven't found the time to work on all those things that will make your business more successful and profitable?

If you answered "Yes!" to any of these questions, National NARI is offering a teleseminar, "Time Management for the Time Challenged — How to Get it Done and Get a Life!" to all association members.

Linda Leigh Francis will lead a two-session teleseminar dedicated to working with you on time management skills. She will help members recognize and manage common time wasters so time can be devoted to accomplish goals and maximize performance. She will show how to determine the things you should be doing in your business and which things you need to delegate, Linda will provide useable techniques to help you delegate, use an appointment book, run effective meetings, handle interruptions, set goals, and deal with procrastination.

A consultant, speaker, and author with a Master's Degree in Education who has operated her own business for 10 years, Linda has been a columnist for *Qualified Remodeler Magazine* since 1998. Her articles also appear in *World Fence News* and *Painting and Decorating Retailers* magazines. Linda has consulted with and trained owners of construction companies on how to manage their businesses since 1989. She teaches business owners how to make more money, have more time, and have more fun running their businesses.

The two program sessions will be held on Thursday, April 7, and Thursday, April 14 between 10:00 – 11:30 a.m. CST. The cost is \$225 for each member and staffer on the line, whether participating or listening. Register by requesting a registration form via e-mail at lfrancis@pacific.net, calling 707-485-0162, or via fax at 707-485-7071. Reservations require your name, address, phone number, e-mail address, and, a Visa or MC credit card number and expiration date. Attendance is limited to 25, with a waiting list of four.

SPRING

Promotional Opportunity Available Through Channel 10/36 Auction

Milwaukee/NARI members have a chance to participate in "Home Improvement Day," Friday, May 6, at the Channel 10/36 Auction by donating an item to be put up for bid. All items relating to home improvement and remodeling donated by association members will be included on "NARI Boards" and be available for bidding throughout the day, which will be sponsored by Milwaukee/NARI.

A donation form was enclosed in the February newsletter. If you need another form, please contact the Milwaukee/NARI office. The donation forms can be completed and returned to the Channel 10/36 Auction Office. This is a great opportunity to generate exposure for your product and service, while also showing community support. We thank you in advance for your participation.

In addition, opportunities remain for Milwaukee/NARI members to staff the phones at the Auction on May 6, taking bids for items from callers. If you are interested in doing this, please call the Milwaukee/NARI office at 414-771-4071.

Milwaukee Members Compete for National CotY Awards

Several Milwaukee/NARI members were recognized as regional winners in the NARI National Contractor of the Year Awards in several categories that pits them against regional winners from throughout the country for the national award. Milwaukee chapter members honored with regional awards were:

Bartelt Filo Design Build:

Residential Interior Over \$100,000

KD Poolscares: Residential Exterior Specialty

Carl Krueger Construction:

Residential Historical Renovation/Restoration (honorable mention)

E. Miller & Associates:

Residential Kitchen Under \$30,000; Residential Addition \$100,000 - \$250,000; and Commercial Interior

Good luck to these members in the national competition, with the announcement to be made at the Evening of Excellence in Chicago on Saturday, April 2.

NARI Members Encouraged to Assist Local Community Group

Would you like to make a difference?

The Lisbon Avenue Neighborhood Development (LAND) has operated as a non-profit organization in Milwaukee since 1988. LAND was conceived when a group of neighborhood residents and area churches joined together to address the problems of the neighborhood around Lisbon Avenue and 35th Street.

With a small staff of individuals and a limited budget, LAND serves its community through a variety of programs, including the HomeSource Center, a home supply warehouse that solicits donations of new and used building materials and then distributes these items to low-income Milwaukee residents at a savings of 50-90%.

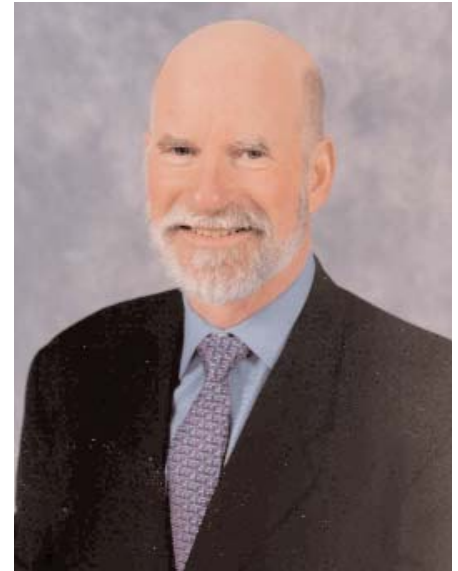
In order to continue its efforts of assisting area residents with home repairs and improvements, HomeSource is asking Milwaukee/NARI members to donate building materials, including home furnishings, light fixtures, plumbing materials, cabinetry, paint, window blinds, or any other home maintenance and improvement items that can be recycled. New building materials are also welcome.

HomeSource can assist with the removal of donated items. To schedule a pick-up and provide a description of the materials to be donated, contact Rosland Anderson at 414-344-4142.

The HomeSource Center is located at 3701 W. Lisbon Avenue. Business hours are Tuesday – Friday, 10:00 a.m. to 4:00 p.m. and Saturday, 9:00 a.m. to 1:00 p.m.

We hope you're able to participate in this program.

NARI National President to Visit Milwaukee



Paul Winans, a NARI officer that will assume the position of National President in early April, will visit Milwaukee in June to conduct a FREE seminar open to all Milwaukee/NARI members.

The seminar will be held on Thursday, June 9, from 9:00 a.m. - 10:30 a.m. in the NARI Education Center at the association office. Paul will address "TEAM: People Working Together."

Please mark this date on your calendar and be sure to attend. Additional information will be sent out, including a registration form, in the coming weeks. Hope to see you there!



EDUCATION/CERTIFICATION COMMITTEE

All of our Certified Professional classes are going great and we have just completed the first Professional Remodeling Orientation (P.R.O.) class, which was well received by the eight students in attendance.

We also had a monthly committee meeting evaluation on the Spring Show, and participation therein, was discussed. For the most part, things were reported to be good. It was agreed to institute a new system for staffing the NARI Information Center. We would like more volunteers from the Certified Professionals Group, along with other Foundation and Membership Committee representatives.

In doing this, we plan to extend an invitation to the Ethics and Show Committee members and representatives of the Board of Directors to help staff this area during Shows. We will be spending the next couple of months trying to establish standards for working the booth. Our focus will be on better accessibility to the schedule for the volunteers. Our goal is to have this in place for the Fall Show.

The 2006 Study Group is now in the planning stages. Anyone interested in Professional Certification as a CR – Certified Remodeler; CLC – Certified Lead Carpenter; CKBR – Certified Kitchen & Bath Remodeler; and CRS – Certified Remodeler Specialists please contact me.

Ron Ziglinski, CR
Co-Chairman Education/Certification Committee

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Member Spotlight Flanner's Audio & Video

It takes a certain determination to be able to sell pianos without being able to read a single note of music or play more than a single bar of a song. But that's exactly what Roy Hafsoos did. With that kind of determination, Flanner's Audio & Video has built its reputation as one of the best in the business.

In 1891, Flanner & Hafsoos was formed as a music publisher and seller of large floor-standing music boxes, sheet music, and metronomes. As music evolved, Flanner's has continually kept up with the trends. Flanner's product line evolved from wind-up phonographs, traditional radios, and record players, to stereo components, audio and video home theaters, and custom-installed systems.

In 1994, the store moved to its current Bluemound Road location. The Flanner's showroom is designed to display products in settings similar to a customer's home.

Flanner's is recognized as a premiere audio and video dealer, as it was recently named one of the Top 10 audio and video retailers in the country by the industry.

Ron Lemke started with Flanner's in 1972, and currently works in sales for the Home Systems division. "The division works through builders, Remodelers, and architects to custom-design and install home theaters, distribute audio and video, and structured wiring systems," said Lemke. "We also develop home automation and an integration of systems, such as HVAC, lighting, security, drapery control, and entertainment."

As a Milwaukee/NARI member since 1992, Lemke has seen the value of working with Milwaukee/NARI and its members. "There is a segment of the market that appreciates locally owned and operated establishments, where service and integrity still exist and that's what NARI is all about," he said. "Participating in home shows, meetings, and committees are a way to celebrate that common value."

Flanner's takes pride in its ability to present new technologies and educate not only professionals, but also the general public in these new opportunities.

For homeowners, Lemke suggests that it's easy to overestimate abilities and underestimate project difficulty. For those interested in updating the home audio or video system, Lemke has a few words of advice.

"Plan, plan, and then plan some more," he said. "Always consider referrals to professionals from friends, relatives, and neighbors and be sure to check references. Also, always get everything in writing."

With technology changing every day and the endless amount of options, choosing the right equipment can be intimidating. Flanner's prides itself on helping customers, homeowners, and contractors select what fits best for their needs and budget.

For information on how Flanner's can help with your client's home audio and video projects, call (262) 789-1195 or visit www.flanners.com

“After Show Relaxer” Recap

The February dinner meeting allowed attendees to kick back after the highly successful Home Improvement Show.



Ron Lemke of Flanner's Audio & Video and the gang from Granite Transformations were the evening's Member Showcase.



Paul Kelly shared his unique brand of comedy with an appreciative audience (left), and several of the Show's volunteers were recognized for their efforts at the Show (below).



March Dinner Meeting Recap

Attendees experienced a full evening of excitement at the March dinner meeting, as the musical group Scotch & Soda played during and after dinner.



In addition to the Employee of the Year Awards, David Pekel, Home Improvement Show chairperson, presented Lori Voight and Ron Ziglinski (above) with awards recognizing their efforts at the February Show.



Special thanks to Tovah Dvorak and Kelly Whalen of the Milwaukee Home Planner & Guide (above) and Paul Ristow of Holz Motors (below) for serving as Member Showcase participants.



MEMBERSHIP COMMITTEE

On Friday, March 4, 2005, Milwaukee/NARI was asked to participate in the ABC Supply Product Show at Country Springs Hotel & Water Park from 2:00 P.M. until 8:00 P.M. We set up our Milwaukee/NARI Show Booth in the two convention halls at Country Springs Hotel & Water Park with the help of Ron Ziglinski and Tom Hagner.

The ABC Supply Company, Inc. had all their product vendors, suppliers, distributors, and manufacturers exhibiting the products that they supply to their home improvement contractor customers. ABC Supply Company invited their contractors from Racine, Waukesha, and other counties in Southeast Wisconsin to be their guests for the day.

They had a great turnout, which enabled us to visit with many of our members and to also meet with, and sign up, more than 15 contractors that would like to receive additional information about membership in Milwaukee/NARI. Many other interested contractors took literature and advised us that they would be contacting us in the future. We were extremely satisfied with the results for the day and want to thank ABC Supply Company for asking us to participate in this exciting event. We look forward to getting involved in future events.

Plans are in place for the first big recruiting campaign to be held at the Milwaukee/NARI Education Center on Thursday, May 5, 2005. Your prospects will be invited to attend and our members are lining up good, qualified prospects for the office to invite to be our guests. Tom Weiher of Carmel Builders has six prospects lined up, Patsy Salb has three good prospects, and Paul Kraemer, Milwaukee/NARI President, has sent in seven good prospects. We are hoping this will become contagious. We need your help to make this day a

huge success! I am sure I will be receiving your prospect list in the near future.

The Board of Directors recently met and approved the following applicants for membership:

AvCore Solid Surface Countertops

Counter Tops
8531 198th Avenue
Bristol, WI 53143
Steven DeVitt 262-857-9611

J.M. Remodeling & Home Repair, LLC

Remodeling-Restoration
7701 N. Teutonia Avenue
Brown Deer, WI 53209
James Meldman 414-354-2800

Perfectionist Interior Finishing

Painting Services-Interior/Exterior
3150 N. 104th Street
Wauwatosa, WI 53222
Jay Graupp 414-333-9255

Right Construction

Remodeling-General
8076 N. 65th Street
Brown Deer, WI 53223
Robert J. Foshey 414-371-1118

T.C.B. Disposal, Inc.

Waste Hauling
1025 Garvens Avenue
Brookfield, WI 53005
Ronnie Dale Jefferies 414-530-8151

The following Student Member was approved at the February board meeting:

Franceska Ostrander – Waukesha County Technical College

Member cancellations for March 2005:

Envision Remodeling Specialists
Hohlweck's Limited
Penguin Hot Tub & Sauna
Sound Investments, Ltd.

Name changes for March 2005:

Geoff's Construction to Geoff's Construction, LLC
Herr Well Drilling to Herr Well Drilling, Inc.

Now that you have joined NARI, make it more than just being part of an organization. When you use a few of the benefits available to you as a member, such as the logo or the certificate of membership, you establish credibility when you meet with your clients. Check out our services; there are many more benefits to make your business more professional. Welcome to NARI!

The Membership Committee strongly believes in getting involved. Recently, we worked in the NARI Information Center at the 43rd Annual Milwaukee/NARI Home Improvement Show. Was it beneficial? It most certainly was! We met with many of our recent new members and spoke with many contractors that are interested in obtaining more information about Milwaukee/NARI's benefits. Milwaukee/NARI sent out approximately 25 new member kits, a few phone calls were placed and, as of today, we have received applications for membership from two of the contractors we spoke with. I am confident that we will receive approximately 5-10 additional applications in the mail in the near future.

I am looking forward to your attendance at some of the future Milwaukee/NARI programs.

Bill Bobrowitz Membership Chairman



They don't just fit, they flatter.

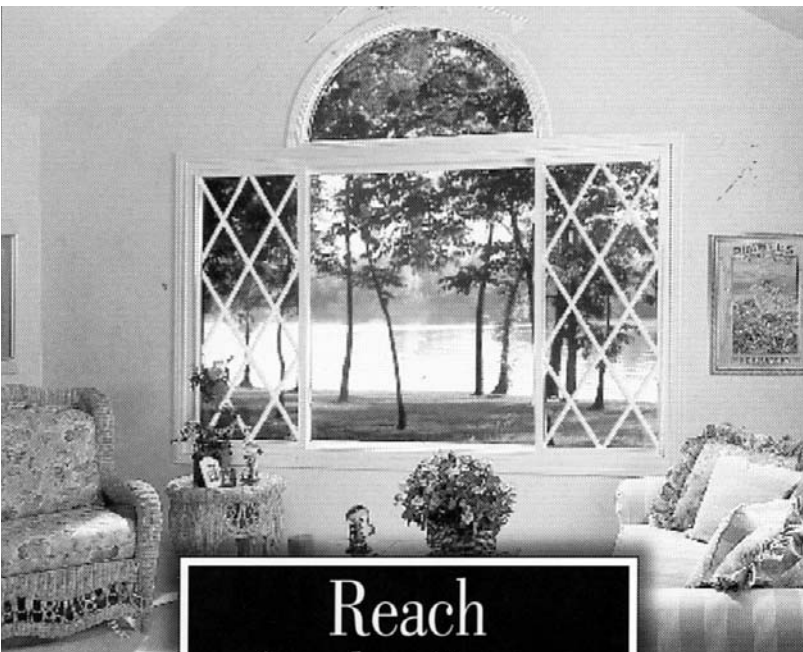


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GOVERNMENT AFFAIRS COMMITTEE

Building Inspector/Industry Roundtable

Industry staff led a Roundtable of over 50 building inspectors from around the southeastern Wisconsin region and the industry during a March meeting. This is an annual event that provides those working with inspectors an opportunity to share suggestions on improving the inspection process or identifying problems. It is also a great way to network with building inspectors and avoid job-site distractions. Issues discussed included the new remodeling and alterations guidelines, engineering requirements, weep holes, sheer walls, drainage planes, and flashing.

Contractor Licensing Roundtables

Milwaukee/NARI hosted a couple of meetings in March to spur an open discussion among the membership about defining contractor licensing and identifying how our industry feels about the concept and what it should look like. States around the country have varying licensing, certification, and registration laws in place today with various results. We have gathered some initial data to give our membership an idea of what other states are doing and some limitation of our current system. We will discuss our findings at a future government affairs meeting and report this information to the Board of Directors. Approximately 10 members attended the first roundtable and 13 are expected at the second meeting.

SPRING ELECTION ENDORSEMENTS

EAGLE, TOWN OF

Town Chairman **Don Wilton (I)**
Todd Gillette

ELM GROVE, VILLAGE OF

Village President **Neil Palmer**
Susan Freedy (I)

FRANKLIN, CITY OF

Mayor **Tom Taylor**
Alderman 3rd **Ralph Netzel**
Alan R. Hammelman
Alderman 4th **Pete Kosovich (I)**
Basil Ryan
Alderman 6th **Jim Bergmann (I)**
Ken Skowronski

GERMANTOWN, VILLAGE OF

Trustee 4th **Thomas Kempinski (I)**
Wyatt O. Wiehr

GRAFTON, VILLAGE OF

Village President NA **Frank L. Knetter**
James Brunnquell (I)
Village Trustee 3 seats
James Grant (I)
Richard Rieck

David A. Liss
Ronald LaPeau (I)
Devorah M. Ryan (I)

GRAFTON, TOWN OF

Town Chairman
Town Board 2 seats
Lester Bartel (I)
Neal Rosenberg
Nancy Rogers (I)
Paul Helms (I)
Robert Franke

JACKSON, VILLAGE OF

Village President
Alderman 3 seats
Scott Mittelsteadt (I)
Andrew Wanie (I)
John Walther (I)
Corey Will (I)
Michael Wysocki and
Martha Nimkie

MENOMONEE FALLS

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