



### In this Issue:

- A message from the President
- Calendar of events
- Thank You TRS!
- July chapter meeting
- Bowling- Summer Fun!
- Westar is now Monark!

Hello NARI Members

Thank you to everyone who attended the June Chapter meeting at Tucson Rolling Shutters. We received some great information from BethAnn on communicating with our customers.

I was in a recent discussion about the growth of the remodeling industry. I did some research to learn the actual facts over people's speculations and theories. I did find many positive and exciting stats around the remodeling industry. The remodeling industry is at about 300 million dollars annually, which is far bigger than I realized. Remodeling is growing at a rate of about 4% per year and construction about 9% per year. The expectation is these numbers will only continue grow as we see the strength of economic recovery. All the factors you would expect contribute to consumer spending: lower fuel costs, less unemployment, smaller trade deficit, banking growth, and improving real estate markets. Homeowners, seeing their homes gaining value, can start using that equity to improve the residence. Especially, older generations that like the idea of 'Aging in Place'. Remodeling improvements and technology advances are making it easier to stay in the same home for longer. Currently, baby boomers make up the largest percentage of remodeling spending but this number is going to start changing. Gen-X is getting to the age of spending and they are looking for sustainable home improvements. These are just a few of the improving opportunities we can look forward to in the coming years.

It would appear that we are looking at a great time in the growing remodeling industry.

Cheers,  
Chris Trafton, President of NARI of Southern Arizona

## Upcoming Chapter Meetings & Special Events

### Current & Upcoming Events

- **This Friday** July 10<sup>th</sup>, last day to order tickets for Bowl-o-Rama so they will arrive in time
- July 17<sup>th</sup>, NARI's Bowling Fundraiser, Bowl-o-Rama
- July 21<sup>th</sup>, monthly chapter meeting hosted by Re-Bath and 5-Day Kitchens
- Aug. 18<sup>th</sup>, monthly chapter meeting hosted by Floor & Décor
- Sept. 9-11, NARI Leadership Summit in Cleveland, OH
- Sept. 15<sup>th</sup>, monthly chapter meeting hosted by Sun Lighting
- Oct. 20<sup>th</sup>, monthly chapter meeting hosted by Arizona Grill & Hearth

All events are subject to change. Please check our [Calendar of Events on our website](#) for details and updates on all events.

### June Chapter Meeting Hosted By Tucson Rolling Shutters



**Tucson Rolling Shutters** Owner Jeff Healam was on hand to meet and greet at our most recent chapter meeting at TRS' corporate headquarters. Chris Trafton, Vice President of TRS and NARI Board President gave a slide show showing some of the recent projects his company is involved with, including manufacturing custom rolling shutters for a telescope in Hawaii! Read about this project and see more photos [here](#).



BethAnn Neynaber of **Gap Training Solutions** did a great talk about marketing, how your customers make buying decisions, reaching them through social media, and how to question your own communications with your customers.



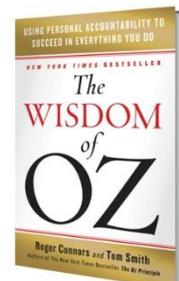
---

## July Chapter Dinner Meeting



Join NARI members at Re-Bath and 5-Day Kitchens on July 21<sup>st</sup>! Be prepared for Jeff & Lisa Walling's special brand of hospitality!

Our own NARI Fundraising and Sponsorship Committee member Jessica Herring (Monark) will do a talk about the *Oz Principle: Steps to Accountability*; this is a new approach to employee culture and encouragement. You will leave with some simple and applicable tools to stepping up positive accountability and teamwork at your company.



This monthly dinner meeting is Tuesday, July 21<sup>st</sup>, 5:30-7:30pm; Re-Bath & 5-Day Kitchens is located at 3955 E Speedway Blvd #111. A map link is [here](#).

As a courtesy to our generous host, please RSVP by Friday, July 17<sup>th</sup>. Contact Rebecca to be added to the attendee list by calling 310-3386 or [email](#).

---

## NARI's 3<sup>rd</sup> Annual Bowl-O-Rama is on July 17<sup>th</sup>- That's less than 2 weeks Away!!

This is a family-friendly FUNdraiser event to benefit NARI so we can send Rebecca and our Board members to the NARI Leadership Summit meeting in September!



Form teams and buy a block of tickets for your whole company- *everyone is invited!* Tickets are \$20 for adults and \$10 for kids aged 5-9 years. Your ticket price includes everything- pizza (it's NOT Little Caesars!), snacks, soft drinks, and bowling. There will be a gift raffle, prizes for the best and worst bowlers, and more! This event runs from 5-9pm.

**You must purchase your tickets before the event-  
sorry, no same-day ticket sales.**

It's easy- just call Brenda to place your order, 520.858.0243. Rebecca will send the tickets to you in the mail so you will receive them before July 17<sup>th</sup>!

---

## Westar? Not Anymore! Welcome to Monark Premium Appliance Co.

Recently, Westar announced to a group of select trade partners, designers, and customers that it was rebranding- combining three companies into one cohesive brand!

Starting June 29th, Westar Kitchen & Bath is now known as Monark Premium Appliance Co. They have merged their three companies (Westar Kitchen & Bath, Standards of Excellence and Florida Builder Appliances) together into a singular brand. Read the announcement [here](#).

LIKE them on Facebook here!

<https://www.facebook.com/monarkhome>



---

Visit us online at: [NARI of Southern Arizona](#) [NARI national website](#) Contact the editor: (520)310-3386,  
[Rebecca@nariofsouthernarizona.com](mailto:Rebecca@nariofsouthernarizona.com) All content © 2010-2015 by NARI Southern Arizona - All Rights Reserved