

Chapter Events

December 13th, 2008

**Holiday Gala Event w/
Live & Silent Auctions**

“An Angel Affair” benefit-
ing NARI & Angels on Call
Starfire Restaurant @ Scotts-
dale Country Club 5:30 -11pm

January 14th, 2009

**Chapter Educational
Forum 5:30—8:30pm**

Professional Remodeler Maga-
zine presents: “**Strategic
Marketing & The Future of
Remodeling**” Starfire Restau-
rant @ Scottsdale Country Club.

**January 16th, 17th &
18th, 2009 Maricopa**

**County Home Show @
the Arizona State Fair-
grounds.** Need volunteers
to work the NARI booth. See
page 3 for details.

February 11, 2009

**Chapter Meeting: 6-8pm
at Arizona Fire & Water
Restoration, Inc.** 3910 E.
Roeser Road, Phoenix, 85281
(480) 775-8000

March 11, 2009

**Chapter Meeting: 6-8pm
at EuroDream Kitchens
& Design Gallery** 8670 E.
Shea Blvd. Scottsdale, AZ 85260
(480) 998-0244

Meeting dates and locations subject
to change. RSVP's required the Fri-
day prior to the event. Contact the
office @ 480-419-1631 for more
information & your RSVP.

NARI Holiday Gala ~ An Angel Affair~ Benefits NARI & Angels on Call Saturday, December 13th from 5:30pm ~ 11:00pm



There are just a few seats left for the NARI annual holiday celebration which this year benefits Greater Phoenix NARI & Angels on Call. Located at the Starfire Restaurant at the Scottsdale Country Club on Saturday, Dec. 13th, from 5:30pm—11:00pm it's an evening you won't want to miss.

Tickets are just \$65.00 paid in advance or \$75.00 each at the door. Angels on Call assists low/fixed income home owners with needed safety, security and quality of life repairs.

This year promises to be absolutely spectacular. Tai Goidich, Special Events Chair adds “We've made it much more central and kicked it up a notch in terms of the really great food and entertainment.”

Dinner entrees include your choice of chef prepared roast beef au jus and creamy horseradish with trio of roasted potatoes and herb garden vegetables or chicken roulade with fresh basil and plus tomato coulis. And for the first time, there will be live music from Singer/Guitarist Steve Domer.

One of several highlights for the night will be presenting the seven CotY award winners with their awards. We had a record seventeen entries. Many of the local entrants went on to enter their binders in the CotY Nationals. Wayne Griffin, CR of AFS Building Group, Inc. put together a slide show of the entrants for our review. And of course, the winner of the 2009 Contractor of the Year “Best of Show” will be announced. This lucky member will grace the cover of the 2009 Membership Resource Directory.

Barry Flemming, CAPS CR CKBR of Kirk Development Company will run the live auction. Auction items include dinners at fine and casual establishments, tickets to the Phoenix Suns and Arizona Diamondbacks, gift baskets and loads more.

This is one event you do not want to miss. Dress is professional business/cocktail. Please call the office today to make your reservation for an evening of fun at (480) 419-1631 or if you still would like to donate. Thanks!

Professional Remodeler hosts Jan. 14th Seminar & Meeting

Enjoy cocktails, a buffet dinner and networking followed by a special presentation by *Professional Remodeler's* Editor in Chief, Mike Morris. Morris's topic “Strategic Marketing in Today's Economic Climate” will cover: targeting past customers, breaking down barriers with marketing, marketing to emotions, the economic climate and the customer and why E-Media makes sense. This is one of several seminars planned this year by your Chapter, and one you certainly don't want to miss.

Morris is a member of NARI, the NAHB Remodelers' Council and sits on the Harvard Joint Center for Housing Studies' Remodeling Steering Futures Committee. The cost is just \$25.00 and space is limited. Attendance qualifies you for 0.1 CEU's. Watch for the January newsletter for all of the details and to make your reservation.

2008 Greater Phoenix NARI Board of Directors

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The Kolesik Law Group, P.L.L.C.
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Ikolesik@KolesikLaw.com

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GWheat@kirkdevco.com

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Chapter Director, Jetta Atkinson
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Jettaatk@yahoo.com

The Arizona Remodeler newsletter is published on a monthly basis by Jetta Atkinson, Editor & Chapter Director.

Greater Phoenix NARI
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(480) 419-1631

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A Message From The President

Gary Wheat, CAPS CR
Kirk Development Company

December 2008

Welcome friends:

“THANK YOU”. Those words just don’t seem enough.

There are so many people I want to thank for their efforts and support this year that I found it hard to know where to start.

Jetta Atkinson, our Chapter Director, is at the top of my list! Without her tireless work at the meetings and behind the scenes, we would not have been able to accomplish all of the great things that we did this year. Thank you Jetta, for always going the extra mile!

Thank you to all of the 2008 Board of Directors and Committee Chairs and the many volunteers, for your time and energy. It has been much easier to handle the month-to-month operations of the Chapter when it is not the “same twelve people” doing the multitude of tasks needed to keep the wheels turning.

Thank you to my Vice President, Brian Puglisi CR of NY Design Build Inc., and Secretary Brian Young also of NY Design Build Inc. for keeping things running smoothly and making the dinner meetings much more beneficial to all our members.

A special “thank you” goes to Steve Ripley from United Mortgage Financial Group and his wife Kathy, for taking on the difficult task of Treasurer for our growing Chapter.

The Past President’s Council continues to guide and offer experience to the ever changing challenges of each new President and Board. Thank you gentlemen— I look forward to finally joining your ranks.

And of course thank you to all of our members! I promise that Greater Phoenix NARI will continue to offer you and your company the opportunity to be associated with ethical and quality-conscious professionals who make a difference in the remodeling industry.

Have a safe and happy holiday, and see you at the PARTY!

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



The Greater Phoenix NARI Chapter Office (& me, Jetta) are moving over the holidays.

Thank you to all the NARI members who are assisting me make our new house a new home. The office will be up and running by Monday, January 5th, 2009.



Free Admission—Maricopa County Home & Garden Show

The Maricopa County Home Shows proudly supports **Arizona StRUT** (Students Recycling Used Technology) this Jan. 16, 17 & 18th.

Attendees who bring any used computer or computer components to the AZ STRUT collection trailer at the North Red Entrance will receive free admission.

Did Santa bring you a new lap top? Don't worry about disposing your old dinosaur of a pc, simply bring it to the home show to support a

worthy cause. AZ STRUT will take your old PC, server, mouse, keyboard, monitor, cables, hubs, routers etc. and they will recycle and re-use. And you get your admission free. What a deal!

Founded in 1997, AZ STRUT is a partnership with founding members Intel and Motorola along with APS, Sechler CPA and NARI member **Stardust Building Supplies** as well as local schools and businesses where students learn new skills by refurbishing used

computer equipment. The equipment is then donated to schools and other qualified non-profit organizations throughout Arizona. Last year alone, 349 schools and organizations received refurbished equipment through the program.

We hope that you will support the efforts of this worthy organization and of course visit the Home Show. For more information on AZ STRUT, visit www.AZSTRUT.org or call (480) 222-4066.

Volunteer to work the NARI Booth @ the Home Show from 10am—7pm Friday & Saturday & 10am—6pm Sunday.

Meet potential customers and you might win \$100.

Contact Gary Wheat, CAPS CR at GWheat@kirkdevco.com or at (602) 919-2432.

Teleseminar 12/16: Make the Most of Your '09 Home Show

NARI National continues to raise the bar on the amount of opportunities to members on ways to grow business through educational seminars, webinars and of course the many NARI certification programs.

Members should receive monthly updates electronically from NARI National.

Teleseminar: Trade Show-manship. Dec. 16th—1:30 MST. Presenter: Adrienne

Zoble. Zoble states that many remodelers generate a significant portion of their leads from home shows, but asks, "How do they adequately prepare for these events? How do they get people to their booths?"

Zoble shares with members four integral components to a trade show. Learn why those that concentrate on their exhibits only reap minor benefits from home shows. Home shows are money

and time investments. Learn how to ensure your investment pays off and then some.

Cost: \$75.00.

Order: NARI Learning Center (nari.org/learning)

NARI Credits = 1.5 Continuing Education Hours/.15 CEUs.

For more information, contact Jessica Noe at National at 1 (800) 611-NARI.

Congratulations goes to our latest certified member, Steve Shinn, CGP of Homework Remodels. Steve earned his certification as a Green Certified Professional.



Scam Targets Arizona Business—Gary Harper/ 3 On Your Side

If you operate a business, big or small, *3 On Your Side* has a warning about a scam that's out there right now.

Cori Ferguson owns a small consulting business in the West Valley. She received a letter recently asking her to update her business information with the state. It got her attention because it came with the "Arizona Corporate Headquarters" (ACH) information at the top of the

envelope. ACH requested Ferguson to fill out a document and then, if her business was in good standing, mail the document along with a check for \$125 back to Arizona Corporate Headquarters within 15 days.

She was skeptical, and good thing, because the Arizona Corporate Headquarters is not affiliated with the Arizona Corporation Commission, the state agency that facili-

tates business and organizations in the state.

When *3 On Your Side* checked the location of the Arizona Corporate Headquarters, they found the suite to be a PO Box at a UPS store on Central Ave.

The Arizona Corporation Commission filed a formal complaint with the Attorney General's office

Greater Phoenix NARI 2008 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.
- **An Original Inc.**
ROC 20162490-A
Mark Feser (480) 767-3204
4824 E. Williams Drive, Phoenix, AZ 85054
Email: Mark@anoriginal-az.com
Website: www.anoriginal-az.com
A full service custom cabinet company with expertise in kitchens, baths, media centers and closets.
- **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.
- **Associated Sales Decorative Plumbing, Inc.**
Steve Davis (602) 757-3123
4630 E. Aire Libre Ave., Phoenix, AZ 85032
Email: steved@associatedsalesdp.com
Web: www.associatedsalesdp.com
Representing the finest decorative plumbing products to specifiers, showrooms and plumbing wholesalers. Top brands include but are not limited to: Hansgrohe, Blanco, Roben and Mr. Steam.
- **Arizona Blinds**
ROC 231182
Wes McLaughlin (480) 234-7209
8550 N. 91st Ave., #41, Peoria, AZ 85345
Email: (480) 234-7209
Web: wes@azblinds.com.
Consumers choose our company because of our excellent service, quality and value throughout Arizona since 1993.
- **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.
- **BSH Home Appliances Corporation**
Ric Coggins, Thermador Sales Manager SW USA and
Gaggenau Sales Manager SW USA
VOX: (480) 763-2669 Cell (602) 284-4520
BSH Gallery and Training Center
8435 N. 90th Street, Suite One, Scottsdale, AZ 85258
email: ric.coggins@bshg.com
BSH is the world's 3rd largest manufacturer of home appliances. Its popular brands, Bosch, Siemens, Thermador and Gaggenau are known for their German engineering, durability, sustainability and efficiency.
- **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.
- **Better Homes Cabinets & Granite, LLC**
ROC 231152 & ROC 230108
Steve Lee, Owner (602) 795-5151
Paul Treggo, Sales Manager
4011 N. Black Canyon Highway, Phoenix, AZ 85015
Email: azbhomes@gmail.com
Web: www.betterhomescabinets.com
Beautiful premium quality cabinets and granite countertops at wholesale prices, in stock. One week or less turnaround time on installations. Our product quality along with our fast and professional service give you the best value for your time and money.
- **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
- **CC Interior Designs**
Christine Cox (623) 680-6567
17431 N. 84th Drive, Peoria, AZ 85382
Email: Christine@ccinteriordesignsaz.com
Website: ccinteriordesignsaz.com
Designer specializing in renovation specifications from concept to completion.
- **Cholla Custom Cabinets Inc.**
ROC C-30 086938-006 / L-60 086942-002
1727 E. Deer Valley Dr., Phoenix, AZ 85024
Chris Lauzon (623) 322-9949
Email: chris@chollacabinets.com
Custom cabinet manufacturing and installation for the building community.
- **Cline's Natural Stone**
ROC 162722 K-05
Lisa Cline (623) 546-4546
2058 W. Rose Garden Lane, Phoenix, AZ 85027
Email: Lisa@clinesnaturalstone.com
Website: www.clinesnaturalstone.com
A full service stone company. An importer of stone and installation for all applications.
- **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.

Greater Phoenix NARI 2008 New Members continued

- **Contessa Stone Design**
ROC K5 223358
George Catalano (480) 483-0616
7741 E. Gray Road, Suite 2, Scottsdale, AZ 85260
Email: George@contessastone.com
Web: www.contessastone.com
Design, fabricate, install, travertine, limestone, cantera architectural elements.
- **Creative Sound & Integration, Inc.**
ROC 190554 & ROC 24129
Doug Greenwald, Owner (480) 998-9699
15955 N. Dial Blvd. #4, Scottsdale, AZ 85260
Email: Doug@creativesound.info
Web: www.creativesound.info
Client focused home automation company in Scottsdale.
- **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.
- **Eldred Construction Inc.**
ROC 172747
Lonnie & Robi Eldred (480) 563-9556
6228 E. Maguay Drive, Cave Creek, AZ 85331
Email: Robi@eldredconstruction.com
Remodeling in the Northeast Valley offering superb quality and professional excellence.
- **EuroDream Kitchens & Design Gallery**
ROC 186383 CLXS-AZ
Johan Bolle (480) 998-0244
8670 E. Shea Blvd., Scottsdale, AZ 85260
Email: P.Bolle@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. #C110, Scottsdale, 85260
Email: josh.adams@hddumpster.com
Website: hddumpster.com
Great price. Simple, convenient dumpster rental service. Nationwide. One stop shop.
- **The Home Improvement Network**
Dawn Mazzetta (800) 553-1810, ext 103
21931 N. Kirkland, Maricopa, AZ 85238
Email: Dawn@findaremodeler.com
Website: www.findaremodeler.com
Contractor referral network providing quality home improvement leads since 1998.
- **Home Improvement—The Resource Guide for Homeowners**
LoriAnn Davies (602) 540-5581
11445 E. Via Linda, Suite 2, PMB110, Scottsdale, AZ 85259
Email: loriann@azhimag.com
Website: www.homeimprovementmag.com
Home improvement is high quality, low cost publication exclusive to home improvement companies and a go to resource guide for homeowners.
- **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
Dan Schade (480) 596-9595
14455 N. 79th St., Suite H, Scottsdale, AZ 85260
Email: DSchade@huntwood.com
Website: www.huntwood.com
Huntwood provides custom framed cabinetry in traditional and contemporary stylings.
- **Inhabit**
Leigh Kohrs (602) 266-1818
640 E. Meadowbrook, Phoenix, AZ 85012
Email: Leigh@inhabitstudio.com
Website: www.inhabitstudio.com
Kitchen and bath cabinetry and design.
- **JDC Homes PLC**
ROC 171663
James Cooper (602) 318-7646
2320 E. Elmwood St., Mesa, AZ 85213
Email: jdchomes@msn.
Complete general contracting services. Professional, superb quality and dedicated to complete customer satisfaction.
- **Krasiva Windows & Doors**
ROC 127483 & ROC 165472
Greg Strickland, President (602) 678-3737
720 W. Dunlap Ave., Phoenix, AZ 85260
Email: greags@krasivawindows.com
Web: Kwdaz.com
Retail sales and installation—wholesale to remodelers.
- **KUDZU/Cox Communications**
Cheryl Green (602) 502-2958
2020 N. Central Ave., Suite 400, Phoenix, AZ 85004
Email: Cheryl.green@coxmedia.com
Website: www.kudzu/arizona.com
A local top-of-mind website that connects "ready to buy" consumers with businesses the moment they are searching on-line.
- **Lenzmeier Construction, Inc.**
ROC 14063
Steve Lenzmeier (480) 830-3350
8345 E. Echo Canyon Circle, Mesa, AZ 85207
Email: Steve@lenzmeierconstruction.com
Website: www.lenzmeierconstruction.com
General contractor engaged in custom home remodeling and room additions
- **Marin Shower & Mirror**
Bob Haire (480) 317-9494
9035 E. Pima Center Parkway, Suite 1, Scottsdale, AZ 85258
Email: Bob@marinshowermirror.com
Website: www.marinshowermirror.com
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- Maricopa County Homes Shows**
 Rene Smith (602)485-1691
 2960 E. Northern Ave., Ste. B-100, Phoenix, AZ 85028
 Email: rene@marcopacountyhomeshows.com
 Website: www.maricopacountyhomeshows.com
Promoter of five annual home improvement consumer events.
- Provenche Homes, Inc.**
ROC 196842
 Maurice Provenche (602) 989-2661
 4423 East Kings Avenue, Phoenix, AZ 85032
 Email: sprovenche@cox.net
 Website: www.provenchehomes.com
For any size project, we deliver quality down to the smallest detail.
- Raymac Construction Inc.**
ROC 206884 & 229343
 Steve Taylor (623) 707-6401
 38642 N. 12th Street, Desert Hills, AZ 85086
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 Website: www.raymac-inc.com
Remodeling General Contractor... "Quality you expect — service you desire."
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 Website: www.signaturesolidsurfaces.com
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- Smith Barney**
 Greg D. Moss (480) 345-4741
 Laurel Jefferson
 80 E. Rio Salado Parkway, Ste 810, Tempe, 87281
 Email: Greg.D.Moss@SmithBarney.com
 Email: Laurel.A.Jefferson@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)-388-4660
 12849 N. 36th Drive, Phoenix AZ 85029
 Email: DSocha@cox.net
 Website: www.dalesocha.com
Custom remodeling, planning and design, kitchens and baths, room additions, guest houses, tenant Improvements, reasonable prices and quality workmanship. Established 1980.
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 John F. Jarvis (480) 924-1200
 2855 East Brown Road, Suite 28, Mesa, AZ 85213
 Email: jjarvis@swriskmgt.com
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- Stonehaven**
ROC 107540 & 107512
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 330 W. Melinda Lane, Phoenix, AZ 85027
 Email: Jim.Goergen@amd-sw.com
Professional fabrication and installation of custom granite countertops and more.
- Stonetec, Inc.**
AZ 137062
 Tom Wagner (602) 243-5828
 2635 S. 24th Street, Phoenix, AZ 85034
 Email: TomWagner@stonetecinc.com
 Website: www.Stonetecinc.com
Fabricators and installers of natural and engineered stones.
- Strayer Electric Service, Corp.**
 RJ Strayer (602) 595-6199
 P.O. Box 5588, Scottsdale, AZ 85261
 Email: volts@strayerelectric.com
 Website: www.strayerelectric.com
A professional electrical contracting company geared to servicing the customer.
- TDC Interiors**
 Shelley Barclay (480) 838-2600
 5802 S. 25th Street, Phoenix, AZ 85040
 Email: sbarclay@tdccabinetry.com
 Website: www.tdcinteriors.com
Over 34 years experience in interior design. Homeowners, builders and contractors can count on TDC for flooring, counter tops, carpet, cabinets, window treatments & paint. Showrooms valley side. We service remodeling, new builds and commercials as well as multi-housing projects.
- TraVek Inc.**
ROC 168997 & ROC 168998
 Todd Raisanen (480) 367-1171
 7641 East Gray Road, Suite H, Scottsdale, AZ 85260
 Email: todd@travek.net
 Website: www.travek.com
Remodeling including kitchens, baths, room additions, landscaping, waterscaping and outdoor kitchens.
- United Mortgage Financial Group, Inc.**
 Stephen P. Ripley, Sr. (480) 503-3533
 40 W. Baseline Road, Suite 110, Tempe, AZ 85283
 Email: Stephen.ripley@umfginc.com
 Website: www.unitedmortgagefinancial.com
A mortgage group dedicated to your needs, big and small.
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 Dennis Baer (480) 704-4318
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 Web: www.vandenboxchdoors.com
Full service door and window replacement (interior and exterior doors).
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ROC 187101
 Dennis Baer (602) 269-9731, ext 230
 3255 W. Osborn Road, Phoenix, AZ 85017
 Email: baerd@woodcaseinc.net
 Website: www.woodcaseinc.net
Manufacturer and installer of cabinetry for kitchens, home offices and media centers. We employ professionals to serve the Valley.