

**Stebnitz Builders, Inc.**  
P.O. Box 526  
1102 Ann St  
Delavan, WI 53115

phone: (414) 728-8027  
fax: (414) 728-1088

# Home Improvement Review

*Dedicated to our more than 900 satisfied clients over the last 25 years.*

Volume 2 Issue 2

June 1998 - September 1998

*Welcome to our quarterly newsletter. All of us at Stebnitz Builders, Inc. are excited to be able to bring this to you. We believe remaining in contact with our clients is very important. We want to keep you informed about everything happening at Stebnitz Builders, Inc. If there are things you would like to see more of in the newsletter, give us a call or send in the attached response card and let us know.*

*Again, we look forward to keeping in touch with everyone!*



## Stebnitz Builders inducted into Remodeler's Hall of Fame

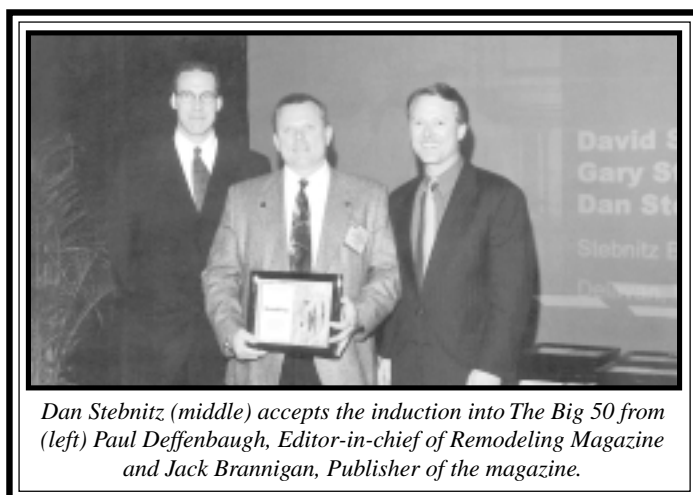
Stebnitz Builders has again captured national recognition, earning a spot in the "Big 50" issue of Remodeling Magazine.

Dan Stebnitz accepted the award on behalf of the builders in front of industry peers on May 18, during the 1998 Remodeling Leadership Conference at The Omni Shoreham in Washington, DC.

Recognized nationally as a leading industry publication, Remodeling Magazine annually publishes its list of top companies based on smart marketing, business management, unique design as well as industry and community impact. Paul Deffenbaugh, Editor-in-chief, said the structure of Stebnitz Builders and the benefit they offer clients made the Delavan firm a natural fit for the "Big 50."

"Stebnitz Builders has proven over the years to be a high quality company. Many of the programs they are successful with are things other companies in the industry can learn from," Deffenbaugh said.

This achievement is unique to most of the awards and merits which companies enter to win, according to Deffenbaugh. The recipients of "Big 50" status must be nominated by one of their peers in the remodeling industry and are interviewed and analyzed by a panel consisting of current "Big 50" members, Remodeling senior editors along with various



*Dan Stebnitz (middle) accepts the induction into The Big 50 from (left) Paul Deffenbaugh, Editor-in-chief of Remodeling Magazine and Jack Brannigan, Publisher of the magazine.*

business-related professionals.

Deffenbaugh stated that companies given the prestigious honor are lifetime members. "Companies are only recognized one time, this is kind of a 'Hall Of Fame' for remodelers."

This is another benchmark for Stebnitz Builders, which has been accepting national recognition over the last five years for their innovations in business and their dedication as a professional remodeling contractor.

The weekend ceremony to induct the new 50 businesses was attended by over 200 people, including current "Big 50" members, industry professionals scheduled to speak, as well as noted celebrity speakers such as Terry Bradshaw of "Fox NFL Sunday," and Ben Bradlee of The Washington Post.

### What's inside

Let the sun shine in  
*Our latest project brightens the day of a new client.*

Household Tips  
*Check your A/C before starting it up this summer.*

Employee Highlight  
*Joe Weik - A lead carpenter gaining much respect.*

# Project Focus - *Rudar's sunroom adds comfort and beauty*



The plan was in motion the moment Frank and Joyce Rudar bought their newly-built Elkhorn home.

Joyce loves all the good things nature has to offer, but hates all the bothersome pests and other elements that stand in the way of those positives.

In order to get the best of both worlds, the Rudars set out to hire a contractor to build an addition on the back of their house. The new portion of the house would take the form of a sunroom.

According to Joyce, it was the perfect solution to a problem she has had for some time.

"I hate bugs," Joyce exclaimed.

They thought about building a patio, then a deck and then they thought about a screened porch, but each had their drawbacks.

A sunroom was the only option offering everything Frank and Joyce were looking for.

After experiencing problems with the original builder of their home, the Rudars wanted to make sure they hired the right contractor this time.

Their first step was to surf the

net. They found five builders they wanted more information about.

After contacting the Better Business Bureau and getting information on each company, they narrowed their search for a "professional contractor."

"We asked if there were any bad reports on the companies we were considering and two of them had entries. We were able to cut our list down to three," Joyce said.

After receiving bids from the companies remaining, the Rudars relied on old-fashioned research to make their decision: word-of-mouth.

According to Joyce, both her and Frank

talked with people they knew who had used each company. The final decision came down to the two companies with the highest bids.

"We felt that there had to be something missing from the bids that were considerably lower, so we eliminated those," Joyce said.

The Rudars now had to choose between the two remaining companies.

"Everyone we talked to had nothing but good things to say about Stebnitz Builders," Joyce said. Even though Stebnitz did not offer the lowest bid, the Rudars felt safest using them as the contractor for their project.

"We checked to see how long each company had been in business and theirs (Stebnitz Builders' time in business) was impressive."

Another aspect of Stebnitz Builders the Rudars were impressed with was the relationship they were able

to form with their salesman, Larry Ocklemann.

"Larry was great to work with. He was very personable and suggested previous jobs he had done that we could look at and talk to those owners," Joyce said.

Construction started in February and was completed in April. Lead carpenter, Joe Weik made a good impression on the Rudars right away as well.

"Joe was a very hard worker. It seemed like he never stopped working until he left for the day," Joyce said.

Both Joyce and Frank shared words of wisdom for people looking for a contractor who will do a great job.

They said, first, look at the length of time a business has been in the area.





Second, talk to people who have used the company before. Third, know your project. Understand what needs to be done so you can evaluate each bid. Fourth, go out and look at past projects and talk to the owners to see how the job went. The last thing you should base a decision on, according to the Rudars, is price. "Money is important, but having the job done right the first time is even more important."


# Deep from our files . . .





*We came across some interesting tidbits that were sent to us awhile back by Spake Printing Service, Inc. We hope you enjoy them as much as we did!*

 *Blessed are those who have nothing to say and cannot be persuaded to say it.*

 *Even a stopped clock is right twice a day.*

 *Definition: Engagement = An urge on the verge of a merge.*

 *A man who was late in paying his bills received the following note: "Your account has been on our books for over a year. Just want to remind you we have now carried you longer than your mother did."*

 *Beware of the man who continues to tell you he's on your side. So is appendicitis.*

## Household Tips

Get ready, Summer is on the way.  
Is your air conditioner ready for it?

Here are a few tips to check before firing-up your A/C. This will help eliminate problems with your system and allow it to run at a peak level.

1) Check the air filter in the furnace.

This is often times more important to do in the spring as it is in the fall. According to HVAC contractors, a clean air filter is more important for air conditioning than for heating.

2) Before starting the air conditioner, check to see the outdoor condenser is free from the leaves and twigs inside and out that have accumulated over the long winter. You can use a mild biodegradable degreaser to clean the coil on the outside unit.

3) As always, have a professional HVAC technician check your central air system to ensure it is working at an optimum level.

Stay Cool and enjoy the wonderful summer!!

## Reader Response Card

Stebnitz Builders, Inc.  
PO Box 526  
Delavan, WI 53115

Stebnitz Builders, Inc.  
PO Box 526  
Delavan, WI 53115



Place  
Stamp  
Here

*The next newsletter will be coming in September. We will be featuring more household tips along with our latest project and employee highlight. We welcome any comments, call (414) 728-8027.*

**Stebnitz Builders, Inc.**  
**PO Box 526**  
**Delavan, WI 53115**

*Return Service Requested*

BULK RATE  
U.S. POSTAGE  
**PAID**  
Delavan, WI 53115  
Permit No. 333



## **Focus On:**

### **Joe Weik - Lead Carpenter**

Making a living and being successful on your own in remodeling takes tremendous sacrifices.

Ten-hour days, six or seven days a week, while logging another three to four hours of driving, can zap the competitive desire out of just about anyone.

Joe Weik had been building custom houses this way until 1995 when he said, "Enough's enough."

With input from his wife Kristie, Joe decided that a career change would be the best move and Stebnitz Builders looked to be just what he was looking for.

According to Joe, building new homes day-in and day-out made for a dull job. He said there wasn't very much change in his daily routine.

Joe said the best part about working at Stebnitz Builders was that he was able to do something different every day, especially his favorite job of interior trimming.

Joe has proven to be a valuable

resource for the company as our clients see the type of worker he is. The words meticulous, energetic, knowledgeable and polite are often used when describing Joe.

Joe said the people are also a plus to working at Stebnitz Builders.

"I like working with the owners and the rest of the guys here," Joe said.

## ***Reader Response Card***



**Please check the appropriate box(es):**

Please contact me regarding the following project(s)

---

---

I would like to continue receiving *Home Improvement Review* **free**.

I would like to see a topic covered in *Home Improvement Review* concerning the following subject

---

Phone: Home: \_\_\_\_\_ Work: \_\_\_\_\_

Name: \_\_\_\_\_

Address: \_\_\_\_\_

---