

CAHI REPORTER



Connecticut Association of Home Inspectors, Inc.

June 2004

President's Corner

by Dwight Uffer

I find that the Real Estate market keeps purring along and it appears that the inspectors that I have spoken with in the past month are all quite busy. Some changes in the market are on the horizon and we should all beware that every market changes from time to time and we can expect a possible downturn in our business in the future. Those inspectors who have gone through the Real Estate collapse of the late 1980's and early 1990's can attest to this market trend. As there are approximately three times the number of inspectors in the market place than in the early 1990's, we can expect extreme competition if the market begins to turn. The first sign of a market turn will be the drop in the cost of an inspection. This not only hurts the inspection industry as a whole because it is difficult to raise prices in the future and it appears to the public that we were over charging when the times were good, but it also promotes further cuts in services now being performed in the inspection.

When you cut your prices, you have to reduce the quality of the inspection and the time that it takes to perform that inspection in order to stay in business. This hurts the public and paints a negative picture of the Home Inspection Industry. During the period of 1989-1995, the inspection industry in Connecticut actually charged less than they did in the period between 1985 -1988. It took almost 10 years to bring the cost of inspections back to levels realized the mid 1980s. This can happen again if we panic at a downturn in business. We ask all of our members to maintain a competitive cost of doing an inspection and to provide quality services to the public and the majority of the inspectors doing business today will be around in years to come.

Continuing Education & Training

June 23th

Xavier Soto

RADON

This month's speaker will be **Xavier Soto**, from the **State of CT Dept. of Public Health**. He will discuss several aspects of radon and radon testing.

Due to the large meeting turnouts, June's meeting will be held across from Donatos Restaurant at the

Holiday Inn

at 201 Washington Avenue (Rt 5) Exit 12, I-91, N. Haven, CT

203-239-6700

Meeting Information

Monthly meetings are held on the **FOURTH WEDNESDAY** of each month. Due to the large meeting turnouts, June's meeting will be held across from Donato's Restaurant at the **Holiday Inn** at 201 Washington Avenue (Rt 5) Exit 12, I-91, N. Haven, CT 203-239-6700. Dinner @ 6 pm, Meeting starts @ 7 pm.



2004 Meeting Dates

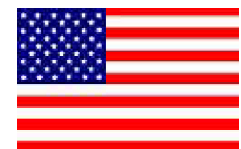
July 28 ELECTRICAL
Leo Oulette - CT Electricians Licensing Board

August 25NO MEETING

September 22 HEATING
Hydronic & Forced Hot Air

October 27Wood Destroying Insect

November 17 Insulation & Ventilation



CAHI Officers/Directors 2004-2005

President/Director.....Dwight Uffer/Hebron
800-924-0932
V.P./DirectorBob Dattilo/Thomaston
860-283-8600
Secretary/Director: Ken Mita Sr./Wallingford
203-269-0341
Treasurer/Director Pete Petrino/Derby
203-732-8810
Director Bernie Caliendo/Windsor
860-285-0332
DirectorBill Hirsch/New Canaan
203-966-8801
DirectorRich Kobylenski/Coventry
860-724-3272
Director Barry Small/West Hartford
860-233-6948

CT Licensing Board

Bernie Caliendo (Chairman)..CAHI
Rich Kobylenski.....CAHI
Dana Fox.....CAHI
Bruce Schaefer ASHI
William Stanley..... ASHI
Susan A. Connors..... Attorney
Denise Robalard.....Realtor
J. Andre Fornier

The Licensing Board meetings are held at 9:30 in room 117 at Consumer Protection, 165 Capitol Ave, in Hartford. The public is always welcome. E-mail Bernie Caliendo for the latest meeting schedule at:

bsurehomeinspect@juno.com

President's Corner (continued)

The best way to maintain your existing flow of business is to market your services in a professional manner and to perform an inspection to the best of your ability. Old clients will tell their friends, relatives and acquaintances about your company when they are looking for an inspector and you won't have to rely solely on the real estate agent. Attorneys, bankers and other persons involved in the real estate transaction are also a great source of referrals.

CAHI LIBRARY OPEN

The CAHI Library is OPEN. Librarian, Bob Dattilo tells us that the books and tapes may be used for **one month** at a time. **THIS IS A FREE SERVICE TO MEMBERS.** Members are to contact CAHI at ctinspect@yahoo.com to request the tape or book. One tape or book per month. The member is required to bring the tape or book back to the next meeting. Any tape or book that is lost or damaged is the responsibility of the member. Replacement cost could be as high as \$50.00. See last page of newsletter every month for available titles.

CAHI would like to thank Joe Scaduto of the Society of Professional Real Estate Inspectors (SPREI) for donating tapes and books and newsletters to get the library up and running. Joe has been a Giant in our Industry, teaching students throughout the country at his school in Massachusetts. If anyone is interested in joining SPREI please contact Bob Dattilo: rjdhi@hotmail.com

More library stuff to come! Any members who have books or tapes to donate should contact ctinspect@yahoo.com

Historical House Dating Seminar

The Historical Dating Seminar in Guilford on June 5th was a great success! We toured several antique houses, including one of the oldest houses in the US built in 1639. The guides were very informative and passionate about their work. We were allowed to go into basements and attics that the public does not have access to. We want to thank all those who organized the event, you did a great job! Guilford is one of the few towns that realized early on, the value in preserving its antique houses. If you ever go to Guilford, try to stop by the Historical Society for a sample of Connecticut history.



**Check Out
New & Improved
CAHI website**

www.ct-inspectors.com

To all CAHI members: Go to the CAHI web site and register to use the message board.

Click on **Register**, fill out the form and send it to (**submit**) CAHI for approval.

Also send an additional e-mail to ctinspect@yahoo.com with your name stating that you just registered for the message board. This is needed for verification.

How to Contact CAHI

If you have comments, questions, suggestions or concerns please call one of the CAHI officers listed above.

**169 Cheshire Road
Wallingford, CT 06492
E-Mail: ctinspect@yahoo.com**

CAHI LIBRARY June 2004

General Video Tapes

Classic Hydronics Part 1,2,3, and 4
Kids & Hazards
Moisture Meters
The Inspector "Heat Exchange Camera"
Home Inspection
Inspecting a House Before You Buy
Avoiding Roofing Disasters
Code Check
Home Inspection Industry Problems
The Home Inspection Story
Little Giant Ladder System
Air Screen
The Inspector Infrared Camera
Electrical Transformer Harmonic Currents
Hot Water Heater Scalding Video
Steam Heat & Hot Water Boilers
Masonite Hardboard Siding Application
Masonite Hardboard Siding Maintenance Tips
GEO Exchange Systems
Nu-Wal Systems

General Books

Timber Frames Post & Beam Construction
100 ways to Offer your Service
Little Giant Ladder System
Computer Users Dictionary
Is Self Employment for You
The Business Of Home Inspection
Inspectors Resource Guide ITA
EPA – Healthy Buildings, Healthy People
HUD – Lead Paint Safety
Mold, Moisture and your Home
IAQ Tools for Schools
How Come – Hydronic Heating Questions
Means of Egress
Mold Remediation Commercial Buildings
EPA - Asbestos & Vermiculite
Mold In The Home Fact Sheet
EAA Guide to Indoor Air Quality
The Termite Report

SPREI Video Tapes

Report Writing Seminar
Heating Seminar
Plumbing Seminar
Wet Basements
Basement Inspections
A/C & Heat Pumps
Legal Issues
Expert Witness

SPREI Books

Legal Issues for Home Inspectors
Expert Witness
Home Inspection & Maintenance Articles
Keep Its Worth Common Building Problems
Whats Its Worth Home Inspections
Home Inspection Bible
How to Successfully Operate a Home Inspection Business
SPREI News Letters
Structural Exterior Wood Walls
Structural Masonary Arches
Cooling
Structural Exterior Framing
Wood Boring Beetles
Basement Framing
Inspecting Roof Structures
Chimneys
Chimney Connectors
Electrical Hand Book