

ISSUE 4 | SPRING 2021

HOME

FOR THE SPRING

FEATURE: AWESOME IN AMHERST

MEET BARB VOIGT & TAKE A TOUR
OF HER REVAMPED SUBURBAN HOME

SPRING INTO ACTION

3 HOME IMPROVEMENT PROJECTS
TO MAKE RIGHT NOW

ASK A CONTRACTOR

THE EXPERTS WEIGH IN
ON EVERYTHING YOU NEED
TO KNOW ABOUT WINDOWS





Dear

A MESSAGE FROM OUR PRESIDENT

KAZ FANS, CUSTOMERS & FAMILY,



As spring begins to bloom in the Buffalo area, we hope the season finds you in high spirits and happy homes. We understand and appreciate just how important the upcoming months will be for you and your household, so if you're planning a new project for a fresh start, we're here to help.

In this issue of Kaz Home Improvements Magazine, we're celebrating all the sights and sounds of spring. Looking for simple tips to spruce up your yard? We've got 'em. Some light and fresh recipes to try out as the weather warms up? They're here. A deep dive into the history of hopscotch?! Yes, that, too.

With a medley of fun and informative content at your fingertips, we hope you'll be able to start the spring and summer months with a flourish.

On behalf of all of us at Kaz Home Improvements, thanks again for sharing our commitment to home improvement and happy households in our community. Remember, as our friends and customers in rebuilds and renovations, you'll always be at the heart of our business and the top of our minds.

We look forward to teaming up, working hard, and driving results that make the most meaningful difference for you and your family!

KIND REGARDS,

Rick Kazmierczak

PRESIDENT, KAZ HOME IMPROVEMENTS



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WHAT'S NEW AT KAZ

HOME IMPROVEMENTS



CLEANUP CHECKLIST: HOMES & GARDENS

MAKING DREAM HOMES COME TRUE

We're sad to see the Buffalo Home Show postpone its exhibitions and events until 2022. However, there is a silver lining! With more opportunities to stay at home, many people are spending their time thinking about what to upgrade around the house. As such, there has been an influx of home improvement projects coming in to Kaz. From simple replacements to full-scale renovations, 2021 has been a bright spot for folks who are taking advantage of their time at home. Are you ready for some new windows? Is it finally time to get a new roof? Now's the time to take a closer look at your home and find out how we can help!

WE'RE HIRING!

To keep up with the high demand of home improvement projects, we're looking to increase our workforce. Do you know any experienced contractors who are looking for a fresh start with a great team of talented pros? We want to meet them! Benefits of working at Kaz include:

- Simple IRA + Company Match
- Medical + Dental Contributions
- Paid Holidays + Vacation Time
- Employee Appreciation
- Valued Input
- Pride in Craftsmanship

EXPERIENCED CONTRACTORS ARE ENCOURAGED TO APPLY TODAY AT [KAZHOMEIMPROVEMENTS.COM/CAREERS](https://www.kazhomeimprovements.com/careers)



How's your lawn looking out there? At the end of a long hard winter, it's not uncommon to see a good number of leaves, shaggy looking shrubs, dirt, and mulch—all taking up space on your lawn.

To help you spruce up the outside of your home this spring, let's look at some essential tasks you can tackle right away.

RAKE & SHAKE

It's probably time to grab a rake and shake things up, but did you know there are different rakes for different tasks? Knowing the difference will help you get the job done right.

- Use a resilient *leaf rake* or *lawn rake* to pick up larger items across greater surface areas.
- To tackle tighter areas around your landscape, pick up a *shrub rake*, which is slightly narrower than a *leaf rake*.
- Need to level large amounts of dirt, sand, or gravel? A heavy duty *bow rake* is right for you.
- If you'll be digging up some of the gentler areas around your garden, use a *hand rake*, which is similar to a trowel—only it sports a definitive claw instead of a spaded shovel.

PRUNE, TRIM & CUT

Pruning is typically a good practice to maintain a healthy garden, but doing so at the wrong times could cause more harm than good. Here's a quick and easy guide to help you make the right moves in your garden this spring:

- It is always okay to prune dead, diseased, or damaged stems.
- Clip your hedges, such as boxwood and privet, in the early spring.
- If your hydrangeas bloom before mid-summer, give them a gentle pruning in early spring.
- Lilac, forsythia, and rhododendron bloom in early spring, so prune those in late spring.
- Trim shrubs with heavy foliage at any time other than the autumn.
- If your trees or plants bloom in the summer, do not prune them in spring! Wait until winter for those.

We hope these tips and tricks help you tackle spring smoothly. And remember: If you've got some kids lying around the house, it's time to put them to work!

LIGHT & FRESH: A simple dinner menu

for spring



spring is a time to feel refreshed,
revitalized, and ready for anything.

What better place to start than in the kitchen?
This simple yet sophisticated dinner plan is sure
to please everyone around your table this spring.

HORS D'OEUVRES

Antipasto Skewers

INGREDIENTS

- Fresh mozzarella pearls
- Cherry tomatoes
- Pimento stuffed green olives
- Fresh basil leaves
- Artichoke hearts
- Salami, pepperoni, and/or capicola
- Roasted red peppers
- Cooked tortellini (optional)

DIRECTIONS

1. Apply ingredients to skewer.
2. Drizzle with olive oil and balsamic vinaigrette.
3. Sprinkle with salt and pepper.



APPETIZER

Spring Salad with Lemon Vinaigrette Dressing

INGREDIENTS (SALAD)

- 1 cup romaine lettuce, chopped
- 1 cup spinach, chopped
- 1 cup cucumbers, diced
- ½ cup sprouts
- ½ cup carrots, shredded
- ½ cup red cabbage, shredded
- ¼ cup parmesan cheese, shaved

INGREDIENTS (DRESSING)

- ¼ cup extra-virgin olive oil
- 1 tbsp. honey
- 1 tbsp. thyme herbs
- 1 tbsp. Dijon mustard
- 1 fresh lemon, squeezed
- 1 garlic clove, minced
- 1 dash Tabasco

DIRECTIONS

1. Add salad ingredients to a large bowl.
2. Whisk dressing ingredients in a separate bowl.
3. Combine dressing to salad bowl.
4. Toss and serve!



ENTRÉE

Pasta Primavera with Peas, Asparagus, and Kale

INGREDIENTS

- 8 oz. penne
- 8 oz. snap peas, trimmed & halved lengthwise
- 1 bunch asparagus, cut into 1-inch pieces
- 1 bunch fresh chives, chopped
- 1 small bunch kale, stems removed, roughly chopped
- 1 lemon, zested
- 1 tbsp. lemon juice
- 1 tbsp. tarragon
- ¼ cup extra-virgin olive oil
- ¼ cup grated Pecorino Romano cheese
- ¼ lb. prosciutto, roughly chopped

DIRECTIONS

1. Boil pasta (per instructions) in salted water. Add peas, asparagus, and kale to pasta 3 min. before pasta is cooked. Stir occasionally. Drain pasta and veggies. Reserve ½ cup cooking water.
2. Add olive oil, chives, lemon zest and juice, salt, pepper, and 3 tbsp. cold water to a blender; pulse until smooth, scraping down the inside of the blender. Transfer to a large bowl. Stir in tarragon. Drizzle with olive oil.
3. Combine pasta and vegetables with chive purée. Add ¼ cup reserved cooking water and half of the cheese. Season with salt and pepper. Toss well to coat. Garnish with more cheese and chives. Serve!

finito!



WESOME IN AMHERST:

Barb Voigt's voice floats like a feather over the phone. Words like "wonderful," "beautiful," and "professional" come across like a calm breeze of cool satisfaction. Barb and her husband have just had their 104-year-old Amherst home restored by Kaz Home Improvements—and if her pleasant recollection of the renovation tells us anything, it's that she and her husband both are quite pleased with the project's completion.

Built in 1917 and occupied by the Voigt's since 1977, the old-style home had experienced some basic maintenance over the years—but it lacked the tactical touch of an experienced construction crew who knew how, where, and why to make long-lasting improvements.



“The siding was cedar shake but had been painted when we bought the home, so it kept flaking,” Barb explains. “The more we painted it, the more it flaked and the worse it got. We got to an age where we couldn’t paint it anymore, so we decided to get estimates on new siding.”

The Voigts—like many homeowners—had become fed up with updating bits and pieces of their property little by little over the years. It was time for something newer, better, and more permanent. That’s when Barb decided to call Kaz Home Improvements.

“Honestly, Kaz was a little more expensive than the others,” Barb admits. “But the job they did on our roof 10 years earlier was so great with cleanup—and the product was seriously so much better than the others gave us estimates for—that we decided to go for it.”

HE MADE IT PERFECT. ABSOLUTELY PERFECT.

With that, the Voigts reconnected with Kaz to see what could be done about the cosmetic and structural integrity of their old, flaking, failing siding. This time around, though, the busy couple wouldn’t stop at a simple fix.

“With eight grandkids to watch and three cats of our own,” Barb says tenderly, “It is very important that our home be as safe and comfortable as possible.”

As Barb recalls, conversations about the new construction came casually and with no pressure whatsoever.

“First we did the siding. Then we did the gutters. Then one day they suggested a new porch,” Barb remembers. “So I said, ‘Well, the neighbors already have something sort of like that. What if we tried it this way?’ And they snapped right to it! They had to make a whole new post and everything, but it looks so finished and professional. They did everything well.”

When all was said and done, the Voigts had enlisted Kaz to:

- ◆ Remove and replace all siding
- ◆ Remove and replace all gutters
- ◆ Construct a new side porch
- ◆ Custom-build and install a new handrail
- ◆ Install a water barrier to protect the basement
- ◆ Install a new roof over the garage

More than the work itself, though, Barb fell in love with how the work was done from start to finish. The level of courtesy she was given, as it turns out, was nothing short of extraordinary.

“The quality of work is certainly there—but then there are the workers. This guy John Cook, he was so polite! I never met anyone so polite in my life. I wish he was one of my kids!” Barb chuckles. “He called me ‘Miss Barb,’ and I had to laugh at first. He was so kind and willing to do anything. If we had a question, he stopped, looked at us, and explained everything. And his work was meticulous! He made it perfect. Absolutely perfect.”

After a long and blustering winter, the “perfect” work proved to be true to its description.

“The siding went right through the winter, was sealed right, and wasn’t drafty. It was insulated before putting siding on, you know,” Barb explains.

Barb’s story and her associated satisfaction seem to come to a natural close, but is there anything else she remembers? Oh, yes, Barb’s got plenty more to share.

“And another thing!” she says proudly. “COVID had complicated construction in the spring, but I didn’t want to wait until winter to get the work done. I called Kaz and asked if they could start on June 1, and they said they would still do it! No problem.”

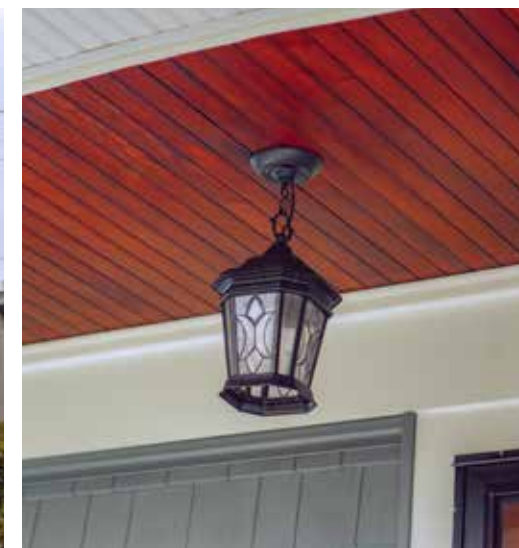
As for the ins and outs of summer construction, the process went swimmingly.

“They came every morning at 8 a.m. to set up, and they were so neat,” Barb explains. “Some supplies got held up because of COVID, but for most part, they were amazing! The salesperson, Matt, was so polite, too. Anytime I called him—I don’t care what time it was—he would text or call back right away. There was no chasing. And the girls in office were so nice! We would hire them again in a heartbeat, and now I recommend them to anyone.”

As the springtime starts to blossom in Amherst, the Voigt family home stands as a testament to a job well done. As a bonus, it’s become inspiration to others in the community.

“Everyone who sees my house... people walk by and say, ‘Wow your house looks so great!’ I always tell them about Kaz, and I’m happy to do it, too.”

Home renovations can be a complicated and stressful experience—but not at Kaz. If you’re ready to improve your home, call the guys at Kaz at 716.674.7288, or visit kazhomeimprovements.com!



SPRING INTO ACTION:

3 HOME IMPROVEMENT PROJECTS TO LOOK FOR

1

THE ROOF.

The cold, rain, and snow can do a number on just about any roof. It's time to get up on your roof—or perhaps at the top of a sturdy ladder—to see what's doin' up there. Here's what to look for:

ALGAE, MOSS, OR PILES OF LEAVES

Large amounts of vegetation can hold a dangerous amount of moisture in concentrated areas of your roof. As algae, moss, or leaves become supersaturated, excessive water can seep through your shingles and cause rot damage, mold, or decay to critical structures. Clear away any debris ASAP and assess the situation from there.

CRACKED, TORN, CURLLED, OR MISSING SHINGLES

Harsh weather can crack, tear, or blow off shingles, compromising the integrity of your entire home. Curled shingles are often caused by hot air escaping through the uppermost level of your home. Replace any damaged or missing tiles. If more than a third of your roof is in rough shape, it's time for a new roof.



2

GUTTERS. EAVES. SIDING.

Gutters might seem like a simple structure, but they're really part of a critical system. When your gutter doesn't drain properly during the winter, ice and snow can develop on top of your home, trapping water that causes damage to your roof, gutters, eaves (soffits and fascia), and siding. Here's what to look for in these areas.

GUTTER

If your gutter is cracked, hanging low, missing pieces, or just looks downright bad—get yourself a new gutter. If it's largely intact, make sure it's clear of any debris, and ensure that it's fully connected and draining properly.

SOFFITS

Soffits are the underside of the eaves, which extend your roof away from the side of your home. Step underneath the eaves and look up at the soffit. Do you see any holes, cracks, warping, sagging, flaking, debris buildup, or missing pieces? If so, it's time to get to work or call your friends at Kaz.

FASCIA

The fascia is the baseboard that connects the soffits to the eaves. Often made of wood, the fascia can become splintered, warped, chipped, rotted, or broken over time. Walk along the perimeter of your home and see if your fascia needs to be repaired or replaced.

SIDING

When water can't properly run off your roof, it might dribble down the siding of your home on both sides. This could cause damage inside and out. Look for discoloration, peeling paint, soft or swollen wood, and protruding nails—all of which indicate water damage and the need for some new siding.



3

WINDOWS.

We understand that buying new windows is a huge investment—and we hope that your windows are in tip-top shape (especially if we installed them!). But let's assume we didn't install your windows, or that they're just really old, or they performed poorly during the winter. Are your windows...

JUST PLAIN UGLY?

Hey, styles change, and so can you (and your windows). If you've simply had it with your old vinyl windows—or you're interested in making a bold statement around your entryway with something new—it's time to treat yourself to a fresh set of windows.

ALLOWING MOISTURE?

Have you noticed condensation between panes of glass, discoloration on interior walls near windows, chipped or peeling paint along framed windows, or crumbled caulking and damaged weatherstripping? If so, start looking at new windows ASAP.

“TOO NOISY”?

Noise pollution can come from car horns, kids playing, backyard barbecues, and so on. If you're starting to notice more exterior sounds permeating your home than usual, you might want to consider newer, stronger windows.

INEFFICIENT?

Your energy bill was a little higher this winter. You're feeling more of a draft than you did at this time last year. You're experiencing different temperatures in different rooms. Yep, your windows could be leaking. This will only cost you more money when that AC starts pumping this summer, so make that upgrade while you can.

HARD TO USE?

Won't open. Can't close. Never locks. Is painted shut, maybe? There's a trouble window in every home. But not this year. Nope. Time for something new!

Spring is the perfect season to get started on exterior projects such as your roof, gutters, and windows. Need a hand in these areas? Give us a call at 716.674.7288.





OUR DOORS ARE OPEN.

Spring is finally here, and that means outdoor activities are taking place on and around the block. Street hockey? Yep. Bike rides? You bet. Hopscotch? A timeless classic. But how many kids (or adults) really know how to play the game? What even is hopscotch, where did it come from, and what does it mean? Let's find out.

WHEN IN ROME.

It has been said that hopscotch was invented by Roman soldiers in ancient Britain during the early Roman Empire, which began in 395 AD. Back then, though, hopscotch wasn't game—it was a training regimen. Roman foot-soldiers would draw up 100-foot-long courts, put on their armor, and then run the full length of the course to improve their footwork; hopping from one level to the next would improve their balance and dexterity.

Ancient hopscotch could be compared to the agility drills of today's athletes. Instead of wearing armor, we'd be wearing football pads. Instead of hopping from one level to the next, we'd be running through rows of truck tires or flattened rope ladders.

In the spirit of creative gamesmanship, Roman children began drawing smaller versions of hopscotch courts to play on. They quickly developed a scoring system, and the game of hopscotch started to spread across Europe.

Why the name "hopscotch," though? Perhaps because the word "London" was written at the top of every hopscotch court, which represented the end of the Great North Road—a 400-mile Roman road that Roman soldiers typically used to get from Glasgaw to London. Hence the phrase "hopscotch."

How can you say "hopscotch"? Technically speaking, the English term "hopscotch" comes from "hop," which means "to jump," and "escocher," which means "to cut" in Old French. Of course, "hopscotch" means different things in different countries. Can you pronounce hopscotch in another language?

FRANCE
"Marelles"

GERMANY
"Templehupfen"

NETHERLANDS
"Hinklebaan"

INDIA
"Ekaria Dukaria"

VIETNAM
"Pico"

ARGENTINA
"Rayuela"

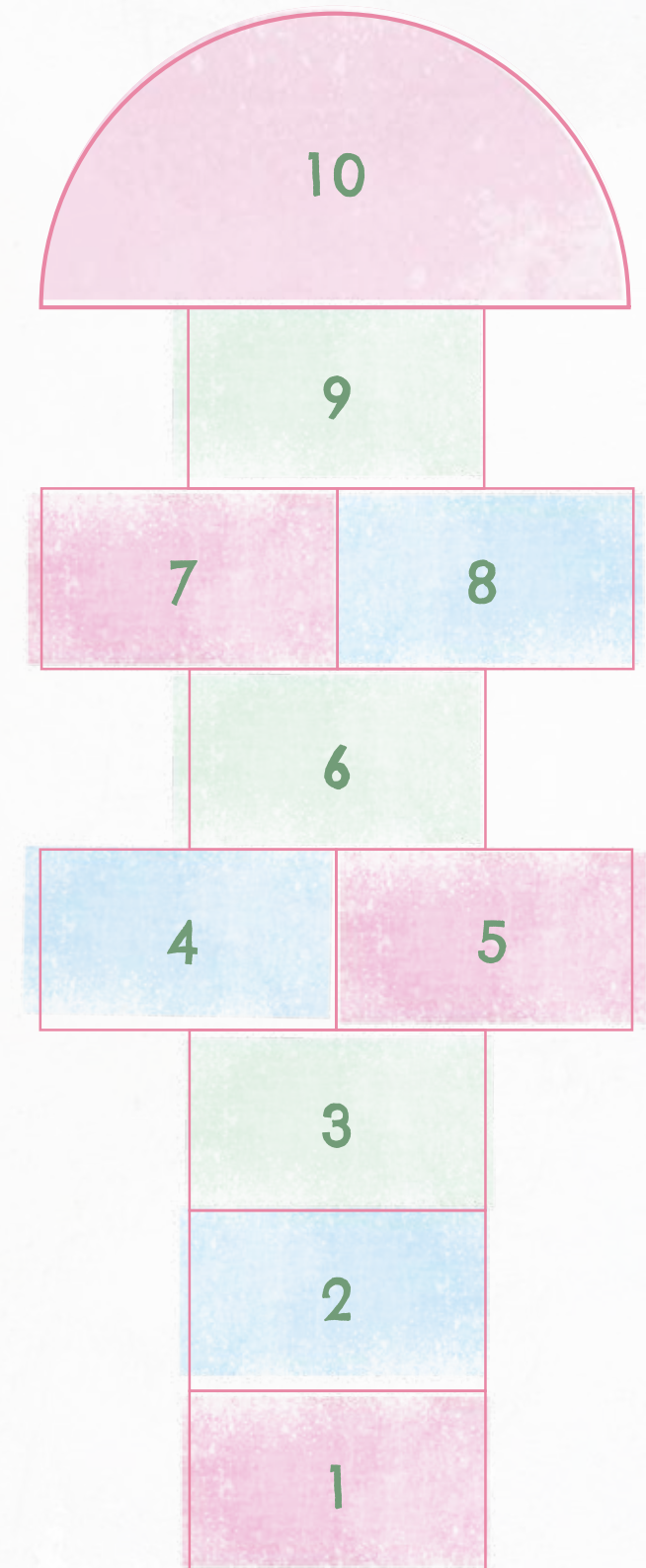
HOW TO PLAY

1. Grab some chalk and draw up a traditional hopscotch court on your driveway or sidewalk (see diagram). If you're indoors, use masking tape or painter's tape to outline the court.
2. Throw a small stone or beanbag ("marker") onto square 1.

If the marker lands on a line or outside the square, you lose your turn.

If the marker lands inside the square, start hopping on one foot onto the first empty square you see. (If you landed on square 1, hop to square 2 to start.)

3. From there, hop to every empty square until the end.
4. At squares 4 and 5 and 7 and 8, land with one foot on each number; jump with both feet from there, but land on the next square with one foot.
5. At square 10, land with both feet. Turn around and hop on one foot back to the start.
6. When you reach square 1 (or whichever square holds the marker), pick up the marker—still on one foot—and complete the course.
7. If you finished without any mistakes, pass the marker to the next player.
8. On your next turn, throw the marker to the next number. (If you started on square 1 the first time, move on to square 2 the next time. And so on.)
9. If you fall down, jump outside the lines, miss square, or fail to pick up the marker, you lose your turn and must repeat the same number on your next turn.
10. Whoever reaches 10 first, wins!



Sources: bit.ly/hopscotch-albany; bit.ly/hopscotch-sports; mkewithkids.com.

Chalk It Up

5 EASY CHALK ART IDEAS FOR THE ENTIRE FAMILY

Got a sunny afternoon with the kids? Turn off the TV and get outside! Grab the ol' pail of chalk and hit the pavement because there's an entire world of art to explore. If you're not sure what to draw or where to begin, here are some creative ideas to get you goin'.

1. DAILY AFFIRMATIONS

Why not get started with a healthy and happy mantra to start the day? Ask your kids (and yourself) to think about some pleasant messages to share with the neighborhood. Freehand artwork is always awesome, but you can use stencils of various letters and shapes, too. Something as simple as "Be happy" ought to be enough to spread a little joy with your friends and family.

2. BLAST OFF!

Set the gear shift to the high gear of your soul! Turn that pail of chalk into an astronaut's toolbox and capture the sights and sounds of outer space. Rocket ships, starscapes, and fiery planets can blaze on in all their glory. What does space sound like? Maybe your intergalactic travelers are picking up some alien interference over the radio, or are they following strict instructions from Mission Control? Use your chalk to tell a story—both visually and verbally.

3. SELFIE STYLE

Ah, the classic chalk silhouette. All the kids have to do is find a willing participant to lie down, stay still, and let the artist trace their body. Once the human form is captured, it's up to the artist to bring them to life. Is this figure an imperial king or queen, a world-class athlete, or an epic sea monster? Maybe the subject is slightly more subtle, such as a self-portrait that says, "Hello!"

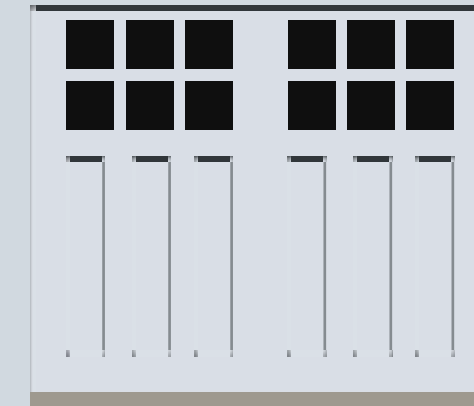
4. COLOR BRICK ROAD

Does your property have any brick, cobblestone, or patterned pavement? These surfaces can set the foundation for a majestic mosaic. See if the kids can color in the sections to create a distinct pattern or image, or let the freedom of abstract expressionism be the highlight of their chalk-art genius.

5. VERTICAL VILLAGES

There's nothing in the chalk-art handbook (believe us, we've checked) that says you can't take the medium to all-new heights. After all, true art knows no bounds! Instead of hitting the pavement, see if there are any vertical structures to work with. That brick façade in the backyard might do, or what about the concrete slab on the side the garage? Think of walls like these as the perfect canvas for chalk-art towns or landscapes.

5 TIPS TO ORGANIZE your garage



DRAFT A FLOORPLAN OF YOUR GARAGE.

Are you looking to make wholesale changes to your garage? Write down the dimensions of your garage—including the size and location of windows, doors, switches, receptacles, and the amount of space your vehicles occupy. This will help you order or build large-scale structures to install in your garage. To keep things organized from there, remember to:

- Store similar items near each other. For example, keep gardening tools together in one spot and lawn chemicals in another.
- Keep bulky machinery—such as lawnmowers and snowmobiles—in corners where they won't get nicked or dinged by your vehicle.
- Place frequently used items—such as bikes or sporting goods—close to the garage door.
- Stash infrequently used items out of the way.

KEEP THINGS OFF THE GARAGE FLOOR.

Tripping over loose boxes, toys, and lawn equipment is an annoyance you could do without. Keep your garage floor free of stuff and you'll have less of a mess to wade through on a daily basis—you'll also protect your things from dampness; dirt, dust, and cobwebs; and potential damage from animals. Do you have shelving units or cabinets? Make sure they're raised off the ground so you can keep the space underneath them clean and tidy.



USE THESE MUST-HAVE STORAGE PRODUCTS.

Check out your favorite local store or online retailer to pick up the following:

- Stackable clear-plastic bins with lids
- Clean jars of various sizes for storing smaller items
- A cabinet with a lock for hazardous materials
- A portable label maker so items are easy to identify

REPLACE CABINETS WITH OPEN SHELVING.

Closed cabinets are often an excuse to stash something away and forget about for days, months, or even years—but if you don't want to see it, why do you even own it? Instead of treating your closed cabinets like a black hole for all your junk, replace them with open shelves that are more affordable, easier to access, and less cumbersome.



INSTALL PEGBOARD.

Pegboard is super accessible and simple to install. Just cut it to size and install it along your garage walls. For a more creative approach, paint it that funky color you can't get away with in your living room. Compatible hooks, shelves, and organizers will make it easy for you to install your tools and such.



ASK AN EXPERT:
Matt Kostorowski

Matt Kostorowski is a window estimator with Kaz. With 22 years of experience helping homeowners install new windows in and around their home, Matt knows the industry inside and out. How can Matt help you? Let's find out in this exclusive interview with the man himself!



How'd you get started in the construction biz, Matt?

I started working in sales at a construction company in the Southtowns and did that for about 13 years. I got into medical sales for a year until I joined Kaz. I love helping people make good decisions on their home improvements.

What is the typical lifespan of residential windows?

New homes aren't built like they used to be. I can go into a new house that's five, six, seven years old, and we're putting in new windows and doors because they were poorly installed. We recommend Andersen wooden interior windows, which can last up to 20 years.

What are some telltale signs that I need new windows? What should I look for?

Draftiness. Non-operable windows. Condensation and fog buildup means you have a seal failure. Rotted wood on the outside. Things like that.

Describe Kaz's in-home windows consultation.

Kaz is different than a lot of window and door companies because we are a full-service remodeling company. We'll call you, schedule a time to come out to your home, complete a full assessment with you, take measurements, and explain different products for different fits. We have four different lines of windows, so instead of force-feeding you one type of window and claiming it's the best (like some companies), we actually figure out what is best for you.

Nice. What happens after the consultation?

We're not a one-call close company, so the next step is to invite you to our showroom to see our options and ask questions. If you move forward with us, we'll write up a contract and move into the production phase.

Are you noticing any window trends today?

Yes, black windows. Black exteriors. A lot of people are choosing wood interiors over all vinyl units. Vinyl options are cost-efficient, but if I were putting new windows in my house, I would choose Andersen or Marvin wooden windows.

What should I know before I decide what to do about my windows?

Just know the difference between new construction and replacement. Most window companies come in with replacement windows, which is when you leave the existing frame and put in a new window. New construction, on the other hand, removes everything—including the frame and trim—which we replace entirely. Estimates are different between replacement projects and new construction projects.

When's the best time of year to get windows installed?

Summertime is a little easier because it's warm, but there's never a bad time to do it!

Need an estimate on new windows? Give us a call at 716.674.7288, or check out our windows gallery at kazhomeimprovements.com. We'll have Matt swing by as soon as he can!



Meet A Team Member *Mike Lynch*

Mike Lynch is a roof estimator with Kaz. In his 18 years of experience on the job (including three with Kaz), Mike knows a thing or two about a thing or two. We got a chance to sit down with Mike and learn more about his craft, his unique background, and what he's up to when he's off the clock. Here's what he had to say:

Tell us a little about your role with Kaz. What's a day in the life of Mike look like?

When you call up Kaz for an estimate on your roof, I'm the guy who shows up to have a look. I speak with homeowners, get to know their issues, and work my best to pinpoint a solution. After I get a good idea of what's going on, I'll offer the best estimate for a new roof—along with my insights regarding ventilation, ice dams, loose or missing shingles, or a leaking roof. It's really an opportunity to educate and inform the customer so they have the best understanding of what they need and why. People really appreciate our knowledge and transparency.

How did you get started in the estimator business? Were you always in the industry?

No, I served as an intelligence specialist in the U.S. Army for nine years. After my service, I earned my computer science degree with plans to enter a career in technology. My brother-in-law knew of a roofing company that needed database work, so I did that for a while until one day I was asked to try out sales. I said no, but I went on a few calls anyway. Within a week I was running sales calls! I just fell into it, and now I love it.

What's your favorite part about the job?

I enjoy getting to meet with new people on a daily basis. It's always a pleasure to see the same customers again for additional projects because it shows you they've come to appreciate the level of quality and professionalism that Kaz is known for. I also love the flexibility I have in my job, to set my own schedule and manage my workload. As a Kaz employee, if you perform your job and strive to excel, your efforts are rewarded. It is an awesome place to work with a great work atmosphere. I love having an employer that cares about each of his employees on a personal level.

What's the best way a person can tell if they need a new roof?

Obvious signs are when you have a leak or shingles are flying off the roof. But the age of your roof is most important. You have to figure that the average roof lasts 25 to 30 years, so remember when your roof was added and keep that in the back of your mind.

What are some other ways you like to spend your downtime?

Exercise! I like to work out, lift weights, run, bike, hike. My wife and I are participating in the WNY Hiking challenge, so we'll be hiking 20 areas by the end of the year. It's given us motivation to pick new areas to hike every weekend. We'll also be going camping for a weekend in Allegany with a group of about 65 people.

Any DIY projects you're planning (or would recommend) this spring?

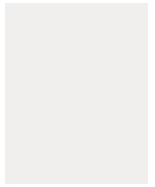
I am getting my roof replaced by Kaz in May! Other than that? Typical landscaping. Redoing our family room. And we may be getting new siding for the house. That's a big thing a lot of people work on during the spring—new siding. I recommend that people stop by our showroom to see all our siding options this spring!

Need an estimate on a new roof? Give us a call at 716.674.7288, or check out our roofing gallery at kazhomeimprovements.com. We'll have Mike swing by as soon as he can!





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