

TODAY

UPPER & CLAIR

SPRING 2011





CLARK RENOVATIONS—A FAMILY BUSINESS SERVING THE SOUTH HILLS FOR 40 YEARS

CARRIE CLARK VIRGIN, DESIGNER/PURCHASING MANAGER

When I was a little girl, I remember workers pulling up to my house, meeting in the driveway, and loading the trucks for the day's work. My dad, Ron Clark, and his brother, Chris, would lead the men in this daily task. I thought it was exciting and wondered where they would travel. Would they work on a kitchen, a bath, or maybe windows, an addition, or something else? I remember my dad gone many nights bidding estimates. I had trouble sleeping until I knew he was home.

As the years progressed, I remember my mom, Sue Clark, and dad driving to work when they moved the family business out of our house. My dad and his partner, Lou, formed a business in South Park. It housed the work trucks, offices, displays, tools, lumber, and a parking lot for the employees. "Wow," I thought, "we must be doing well!" Even back then, I felt included and a part of the business. When I was 12, my mom would take me to the office where I would clean for hours. I was making money! Eventually, I would answer phones during the summer months, create file folders, and talk with customers. You see, a family business encompasses all family members, no matter the age or how each one participates.

As the business grew, so did my dreams. But my dreams did not include construction. I went to a fashion design school, got other jobs, and had a different vision. However, at that time in my life, the construction business was flourishing! My parents continued to hire additional employees and seemed to be doing quite well for themselves.

I returned to the construction industry when I was a young mom. My husband, Bruce, and I had just started a family, and I looked to get out of the house and back to work on a part-time basis. Around that time, Bruce also joined the family business.

The business was booming, and Lou and Ron wondered how their expanding families would affect the business and their partnership. The two of them decided to amicably dissolve the partnership and set out on their own adventures! I remember this time to be both exciting and worrisome for my parents. I wondered if both families would remain friends. I am so glad to say we have!

For a short time, the trucks were again in my parents' driveway, workers gathering, and lumber being loaded. How can we do this at home all over again? We wouldn't! We rented a temporary warehouse, separate from our office space which we also rented. How could we put this together under one roof? Within a year we purchased a building on Industrial Boulevard in Bethel Park and remodeled it, of course! Ron and Chris created the office space and beautiful display areas, showcasing our lines of cabinetry and fixtures, while also providing space for our trucks and workers. Our own building remodel project continued as we worked the daily business of remodeling for our customers. Finally, all together again, we were ready to go!

Through the years, our family business and showroom have continued to expand, with my cousin, Brian, brother, Steve, and son, Jesse, being added to the staff. My sister, Melissa, created

AN EXAMPLE OF SATISFACTION

Recently our customers Drs. Anil and Nalina Prabhu renovated their kitchen. They were looking to create a more functional kitchen and it was important to them that the kitchen cabinetry blend with the rest of their home. In search of a contractor, the Prabhus researched the Internet and found Clark Renovations' website. Our past customers' testimonials helped the Prabhus confirm their decision to use our company. They were pleased with Ron Clark's professionalism, knowledge, and judgment in providing the best ideas and use of space for their renovation project.

The process can be overwhelming at times, with the many details and decisions necessary for such a transformation. Our "team" approach, from the design stage and cost estimation to the selection of style and product to the daily management of the remodeling project, is very helpful.

The Prabhus are very pleased with the outcome of their project. Nalina Prabhu stated, "They were meticulous about their workmanship and I feel each worker well represented Clark. The project started on time and was completed in the timeframe promised. They took care of my home as if

it was their own. Since the completion of our project, we have had the pleasure to recommend Clark Renovations to our family and friends," she added.

The end result of this project is a spectacular kitchen that for the Prabhus will last a lifetime, and for Clark Renovations is another relationship built with highly satisfied customers.



Kitchen renovation of Drs. Anil and Nalina Prabhu

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A SINGLE SOURCE FOR ALL YOUR REMODELING NEEDS!

COMPANY PROFILE

OWNERS RON & SUE CLARK
17 EMPLOYEES
INSURED
DESIGN/BUILD
OFFICE/SHOWROOM
3180 INDUSTRIAL BLVD
BETHEL PARK, PA 15102

412-833-7222

OUR SPECIALTIES

WINDOWS & DOORS
KITCHENS & BATHS
ADDITIONS & GAME ROOMS
HOME OFFICES
DECKS & PORCHES
EXTERIOR RENOVATIONS
CAD/2020 CAPABILITIES

WHY WE'RE UNIQUE

PA REGISTERED CONTRACTOR
EPA CERTIFIED RENOVATOR
EXCLUSIVE SCHROCKS' OF WALNUT CREEK DEALER
REGISTERED KOHLER SHOWROOM
REGISTERED CORIAN FABRICATOR/INSTALLER
PELLA CERTIFIED CONTRACTOR
ANDERSEN WINDOW SPECIALIST
MASTIC PREFERRED CONTRACTOR



the company website, while Chris' wife, Marcia, helps with the artwork for our advertising. We are a staff of 17, nine of whom are not family, but certainly feel like it! They are experts in their fields, dedicated, and a blessing to us. We recently had a wonderful employee, Joan, retire after 25 years of service. Ron and Sue's neighbor, Debbie, continues to greet our customers, and has for the past 22 years.

It's not that hard to believe we're celebrating 40 years in the remodeling business in the South Hills of Pittsburgh, and it certainly is an honor! We are thankful that our strong work ethic, dedicated employees, and loyal customers have allowed us to stay the course.

When I think about our customers, many of them have become like family, with multi-generational friendships. We have created beautiful projects from one room of the home to another and added curb appeal to many exterior facades. In fact, our customers often move to new homes, and we begin the process all over again. Our customers have trusted us throughout the years, and sometimes during difficult times in their own lives. We have the greatest referral base imaginable! And we are so thankful for that.

We were not handed our reputation or our customer base. We work hard for it! Our motto, "Doing it right the first time," is what we're all about. Customers see the demands we place on ourselves. Our reputation is based on the high caliber of work we perform in our customers' homes. And while unexpected problems can arise in a remodel (and they usually do), it's how we solve them that earns us our customers' respect. Clark Construction was recognized as one of the "Big 50" remodeling companies in the United States. Our award-winning quality can never be disputed.

We realize that remodeling your home is a big investment in

time and money. We follow the rules and codes set by the counties, boroughs, and state, and we are registered with the state of Pennsylvania. Many new laws are changing the way remodelers do business. As an example of our proactive approach, we have sent our insured and skilled carpenters for training required as a result of the new federal EPA-mandated lead law.

Recently, we changed our name from Clark Construction to Clark Renovations to better define our company and all that we offer. Our expertise in construction and remodeling comes from extensive experience and we have built our solid reputation on the quality work we have done in this community and others. Our no cost, no pressure estimate is competitive and fair and presented in a well-defined contract. We don't use gimmicks. Our knowledgeable, trained sales staff will make you feel comfortable, while you discover all of the options available to upgrade your home. Our skilled designers are ready to turn your ideas into a dream come true.

We invite you to visit Clark Renovations at 3180 Industrial Boulevard in Bethel Park. Look around our showroom and also ask to see photos of our latest projects. Just stop in; appointments are not necessary. The showroom displays feature Schrock's of Walnut Creek and Fineline cabinetry and you can be sure to see many Kohler products along with granite, engineered stone, and Corian countertops. For windows and doors, we carry high quality, available options from Pella and Andersen.

We look forward to working with you on your next home project to help make your dreams come true! ■

Clark Renovations, Inc., 3180 Industrial Blvd., Bethel Park, PA 15102
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www.clarkremodeling.com (web)
Showroom/Office Hours: M, T, TH, F-8am-4:30pm, W-8am-8:30pm