S.J. Janis Company, Inc. received three remodeling awards at the Milwaukee/NARI-sponsored Wisconsin Remodeler of the Year Awards (WRA) earlier this year.

The company was recognized in the following categories:

- Residential Interior Specialty: Silver Award
- Residential Interior Over $100,000: Silver Award
- Residential Bath $30,000 – $60,000: Silver Award

In addition, the winner of the Summer 2011 Client Referral Program was Leona Krolak-Nelson of Milwaukee, who won a $250 gift certificate to the restaurant of their choice.

Just a reminder that all our clients are able to participate in the company “Referral Bonus Program.” Every time someone that you know calls S.J. Janis Company to discuss a remodeling project and mentions your name, we’ll send you a pair of Marcus Theater movie tickets. If the referral becomes a client of S.J. Janis Company, you’ll receive a fine dining gift certificate. Everyone that makes a referral is entered into our two annual drawings for an American Club Vacation Getaway. Our next getaway in 2012 will be awarded in January 2012.

Every correct answer will be entered into a drawing for one of the following prizes:

- 4 Marcus Movie passes
- $25 Starbucks gift card
- $60 Target gift card
- $100 Dinner Certificate to Park 23 Restaurant
- $260 Dinner Certificate to Bartolotta’s Restaurants
- $250 gift certificate to the restaurant of your choice.

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Since opening its doors in 1951, S.J. Janis Company has been helping residents of southeastern Wisconsin with their home improvement needs. From humble beginnings as a heating company, it has evolved into a full-service design/build remodeling firm, with projects ranging from handyman/home services to additions and whole house renovations.

Established in 1951 by Samuel J. Janis as a subsidiary of the Standard Heating Company, S.J. Janis also took on home improvement projects in the summer months to keep busy year round and hence the S.J. Janis Company was conceived. Eventually window replacements, siding, and roofing projects took over the focus of the company. As the years progressed, remodeling projects were added to the mix.

S.J. Janis is currently headed by Certified Remodeler (CR) and President Gary Sannes, who started with the company in 1977 as a sales representative and a design consultant, working closely with the company founder. The Standard Heating Company was sold in 1983, and Gary became the sole owner in 1984 and has guided the company through boom times as well as the most recent economic downturn.

He hired the first salesperson in late 1984 and another in 1988. The sales staff also expanded the projects at that time. “Designbuild” was incorporated into the company philosophy in 1990 when design services were brought in house. While the company’s first full time Production Manager was hired in 1993.

Being in business for 60 years under the same name has resulted in a competitive advantage for the S.J. Janis Co. “Some of our clients like the longevity factor,” Gary said. “There is a comfort level in dealing with someone who has been in business for a long time.”
S.J. Janis Company recently was named a recipient of the 2011 GuildMaster Distinction Award by GuildQuality, Inc., an independent customer-satisfaction surveying and performance reporting firm serving a nationwide community of homebuilders and remodelers. This is the fifth consecutive year S.J. Janis has received GuildQuality’s honor which recognizes building professionals who have lengthy track records of exceptional customer service.

“The company goal is to cultivate our philosophy of developing a Client for Life, and maintaining outstanding customer service is a key to making that come to fruition,” said Gary Sannes, CR, CGR, company president. “The S.J. Janis team is honored to once again be the only company in southeastern Wisconsin to achieve this designation.”

S.J. Janis named 2011 GuildQuality GuildMaster with Distinction

Clients Help Celebrate Our 60th Anniversary – Thank You!

During May, in neighborhoods throughout the Milwaukee metro area, our 60th Year Celebration signs could be spotted. Thank you so much to all of the clients who contacted us and agreed to have our signs in your yards – we were overwhelmed by the response!

We were able to place 60 signs at the residences of the first 60 homeowners who responded to our invitation – we were certainly gratified by your enthusiasm and loyalty.

For allowing the signs to be displayed, contributions were made in clients’ names to both The Fischer House and the Elmbrook Humane Society “Way Fast.”

Life in 1950

Cost of Living

- Yearly Inflation Rate USA: 2.88%
- Average Cost of a New House: $9,000.00
- Average Wages Per Year: $3,510.00
- Cost of a Gallon of Gas: $0.19
- Average Cost of a New Car: $1,500.00

Technology

- Direct dial, coast-to-coast telephone service begins in the United States
- First color television pictures broadcast from Empire State Building
- Cameras with built-in Flash

HAPPY 60TH – FROM PREVIOUS PAGE

Clinets Help Celebrate Our 60th Anniversary – Thank You!

We have been busy for the last several months doing a complete overhaul of the S.J. Janis website – www.sjjanis.com – and the new site has now gone live. Please take a few minutes to see the new look. Perhaps your remodel project is one of those featured in our newly redesigned gallery! Your feedback and comments are helpful and appreciated.

Carpenters are also certified in safe removal of lead dust. The S.J. Janis staff also undergoes regular training sessions and attends industry seminars and educational sessions.

Gary explains that from the first meeting discussing what the homeowner wants to achieve, S.J. Janis strives for client confidence and satisfaction. “People can have nice projects done. And they look nice, but it was agonizing or it took longer than expected or whatever. A number of problems can occur,” he said. “At S.J. Janis, we promise the customer that we will provide the best remodeling experience that we can. We do what we promise to do, we’re consistently on time, and we’re open and honest about the process.”

According to a 2010 report from the Joint Center for Housing Studies of Harvard University, the industry is beginning to return to a more typical pattern of growth, with the focus on maintenance, repair, replacements, and systems upgrades. “We noticed in the first quarter of 2010, people gained confidence again to do things that have been placed on hold,” Gary said. “Somewhat surprising is the average project size is similar to 2006.”

“I see the market improving,” he continued. “Money is loosening up, and equity in homes will improve again. This remains a tough market for home sales and new construction. That leaves remodeling and home improvements as the mainstay, as people stay in place but want to upgrade their home. And S.J. Janis will be there to help.”

With that in mind, S.J. Janis is offering its valued clients 60% off the Design and Project Development fees in celebration of the company’s 60th anniversary. All that is required to take advantage of this offer is to call 414-259-0300 to discuss your remodeling project and begin the process. The 60% discount will be credited upon the signing of a construction agreement. It’s that simple. Let the celebration begin!

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