



## The AAGW Turns 35!

On October 8th, 1984 the National Apartment Association granted a charter to a small group of individuals in Wichita as an affiliated association and the Kansas Apartment Association was born. During the November of 1996 the necessary paperwork was filed with the Secretary of State, and our name officially became the Apartment Association of Greater Wichita.



Throughout our tenure the local industry has taken many new shapes, but during the highs and lows it has always succeeded in gaining new recognition and increasing in influence. This has not happened by accident, this is all thanks to the thousands of members and volunteers who have worked together over the past 35 years to make it happen.

Today our dedication to multifamily is taking us to new heights. We are face-to-face with our elected officials, generating millions for the local economy and creating more jobs as the industry continues to grow. Our membership is more educated today than they have ever been and their ability to connect and network with each other keeps getting easier and more valuable.

The AAGW would like to thank each person who brought us here and look forward to growing with you the next 35 years!

KAAs



# Member of the Month

For October's Member of the Month we are pleased to introduce Chandler Hatfield who works as a Technician for American Pest Management. We first came to Chandler for this spotlight because of his great customer service provided to the multifamily industry over the past two years, but after visiting, realized we couldn't have made a better choice with Veteran's Day upcoming as he came to our industry after spending seven years in the Army which included three overseas tours.

When asked what he enjoys most about his position, Chandler responded, "The fact that each day is never the same and comes with new challenges with the opportunity to solve and overcome those challenges." And he must be pretty good at tackling obstacles as he was recently recognized as Technician of the Year at American Pest Management, Wichita.

His favorite AAGW moment so far has been this year's Round for Hope golf tournament, "It was the first time I got to participate and it was amazing to see all kinds of people come together to support a great cause."

Thank you Chandler for your service to our members and our country!



**Chandler Hatfield**  
**American Pest Management**

# the grapevine



Speaking of anniversaries, on October 3rd, Oxi-Fresh Carpet Cleaning will be celebrating six years in business. They would like to thank all of their AAGW customers that have done so much for their business and look forward to building new relationships with those wanting to save money in carpet replacement costs by getting more life out of their existing flooring.



Congratulations to Sheila Tasker of Monarch Investment and Management Group, and husband Kevin who welcomed baby Atlas into the world on August 3rd. Atlas came in at a healthy 8 lbs 12 oz and 19 inches long.



Builders Inc would like to welcome Barbara Deluna as their new Assistant Manager at Gouverneur Manor Apartments. They are very excited about her future as she has been able to pick up a lot in a very short amount of time and making a seamless transition into the industry.

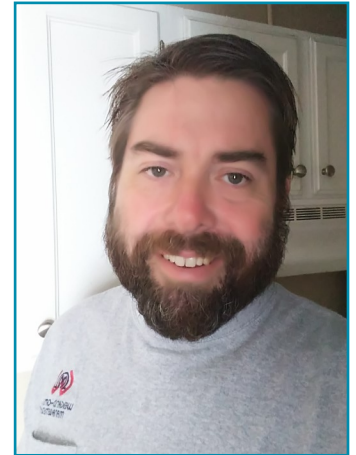
## Meet Your AAGW Board and Committees

Three years ago the Board of Directors was searching for an individual to act as a voice in the room representing the many maintenance professionals in the association and Steven Dunlavy of Weigand-Omega Management was highly recommended to fill that duty. The Board could not have been happier that he applied as he has brought nothing but a great spirit and an eagerness to help ever since.

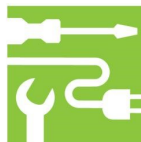
At AAGW events it is not uncommon to see Steven being one of the first to arrive and the last one to leave, assisting wherever he can. "I enjoy helping, in some way, with any event that I can. Volunteering for the Round for Hope, Trade Show, Reverse Trade Show, and the Star of Excellence have all been memorable. The opportunity to give back to the community and meet new people is what I enjoy most."

This great work ethic of Steven's can be seen on display each day at Villa West Apartments where he wears several hats. From helping residents, upkeeping the property to even helping in the office, he is the perfect example of seeing a need and filling a need.

**Steven Dunlavy, Maintenance Supervisor, Weigand-Omega Management**



# CAMT



**When:** November 18th - 22nd

**Where:** Build U, 1097 S Glendale, Wichita, KS

**Details:** This course is recommended for maintenance technicians, porters, housekeepers, and groundskeepers who are ready for advancement. The CAMT helps you preserve the value of your apartment community and increase resident retention. The curriculum incorporates non-technical courses, as well as technical, hands-on training, providing the tools necessary to run an effective maintenance program.

This course will be taught by Paul Rhodes who is the National Maintenance and Safety Instructor for the National Apartment Association. Paul is widely considered to be the top CAMT instructor in the country and has spent the last 14 years providing this education to maintenance professionals.

**CERTIFICATE FOR APARTMENT  
MAINTENANCE TECHNICIANS**



To enroll, please email [admin@myaagw.com](mailto:admin@myaagw.com) for more details or visit [www.myaagw.com](http://www.myaagw.com)



**When:** Friday, October 11th, 6:00pm - 9:00pm

**Where:** Margaritas Cantina, 3109 E Douglas

**Cost:** Free to Attend (Limited to 90 attendees)

**Details:** The AAGW Suppliers Council would like to invite all apartment and management company members to join them at Margarita's for free food, drinks, and casual networking to thank them for this past year of supporting their services. The event will begin at 6:00pm and end at 9:00pm but anyone 21 and over is welcome to stay afterwards and enjoy the band. Please only RSVP if you plan on attending as we will disable registration once we hit 90 attendees.

## UPCOMING EVENTS

**Thursday, October 10th, 11:30 am - 1:00 pm**  
AAGW Main Office  
Board of Directors Meeting

**Friday, October 11th, 6:00 pm - 9:00 pm**  
Margarita's Cantina  
Suppliers Council Appreciation Party

**October 16th, 17th and 18th**  
The Northrock Six Building  
Star of Excellence Nominee Judging Interviews

**Wednesday, October 23rd, 12:00 pm - 1:00 pm**  
Furniture Options  
Suppliers Council Meeting

**Thursday, October 24th, 12:30 pm - 4:15 pm**  
The Hudson  
AAGW Reverse Trade Show

**Thursday, November 14th, 11:30 am - 1:00 pm**  
AAGW Main Office  
Board of Directors Meeting

**Wednesday, November 20th, 12:00 pm - 1:00 pm**  
Furniture Options  
Suppliers Council Meeting

## COMMUNITY AMBASSADORS

<b>GERON SMITH</b> • Vice President Phone: (316) 260-9200 <a href="mailto:geron@precision-ict.com">geron@precision-ict.com</a>	<b>LOU CALKINS</b> • ARD Sales Phone: (316) 761-6176 <a href="mailto:Lourella.C@metro1974.com">Lourella.C@metro1974.com</a>
<b>PRECISION CONSTRUCTION SERVICES</b>	<b>METRO APPLIANCES &amp; MORE SERVICES</b>
<b>ERIC FAHNESTOCK</b> • Franchisee Phone: (316) 655-4303 <a href="mailto:Eric@OxiFreshKS.com">Eric@OxiFreshKS.com</a>	<b>CHRIS RICKERSON</b> • President Phone: (316) 202-2082 <a href="mailto:chris@wichitastaffing.com">chris@wichitastaffing.com</a>
<b>OXI FRESH CARPET CLEANING</b>	<b>ELITE STAFFING SOLUTIONS</b>
<b>TOM STEWART</b> • Sales Representative Phone: (316) 942-0188 <a href="mailto:Sherwin.ict@gmail.com">Sherwin.ict@gmail.com</a>	<b>JEREMY PARKS</b> • Business Development Phone: (316) 670-9722 <a href="mailto:JParks@FurnitureOptions.com">JParks@FurnitureOptions.com</a>
<b>SHERWIN WILLIAMS</b>	<b>FURNITURE OPTIONS</b>
<b>JESSE BARG</b> • Owner Phone: (316) 990-8236 <a href="mailto:support@truebluecrewllc.com">support@truebluecrewllc.com</a>	<b>DAVID PFAFF</b> • Commercial Sales Manager Phone: (316) 259-4876 <a href="mailto:dPfaff@WestlakeHardware.com">dPfaff@WestlakeHardware.com</a>
<b>TRUE BLUE CREW</b>	<b>WESTLAKE ACE HARDWARE</b>
<b>KIRSTEN AWE</b> • Owner Phone: (316) 655-3281 <a href="mailto:kirsten@rightsizemoving.com">kirsten@rightsizemoving.com</a>	<b>PEGGY AVILEZ</b> • Regional Manager Phone: (316) 262-7378 <a href="mailto:pavilez@americanpestonline.com">pavilez@americanpestonline.com</a>
<b>RIGHTSIZE MOVING SOLUTIONS</b>	<b>AMERICAN PEST MANAGEMENT</b>
<b>GIANNA WILLIAMS</b> • Owner Phone: (316) 665-6544 <a href="mailto:gianna@flamingoink.com">gianna@flamingoink.com</a>	
<b>FLAMINGO INK</b>	

**ACT** Putting your world back together!  
 Advance Catastrophe Technologies, Inc.

Fire Water Storm Mold Trauma

[www.ineedACT.com](http://www.ineedACT.com)  
 24/7 Emergency Response >>> 316-262-9992





901 S George Washington Blvd  
 Wichita, KS 67211  
 (316) 260-7341 direct  
 (316) 285-4693 cell  
 David.Geier@cox.com  
 www.cox.com

**David Geier**

MDU ACCOUNT MANAGER  
 COX DIGITAL COMMUNITIES

# FLAMINGO *ink*



360 E William, Suite 101 | Wichita, KS 67202  
 T: 316-665-6544 | E: orders@flamingoink.com  
 flamingoink.com



COPY & PRINT | FLIERS | BUSINESS CARDS | PRESENTATIONS | +MORE

## REP REAL ESTATE PERSONNEL

Staffing the Finest Companies Since 1993

Ph: (316) 665-6575  
 Fax: (316) 223-1038  
 Esther@RealtyJobs.com  
 www.RealtyJobs.com  
 300 W. Douglas Ave. - Suite 122  
 Wichita, KS 67202

**Esther Mills**  
 General Manager

[www.RealtyJobs.com](http://www.RealtyJobs.com)

WELCOME TO LIFE ... WITHOUT PESTS!



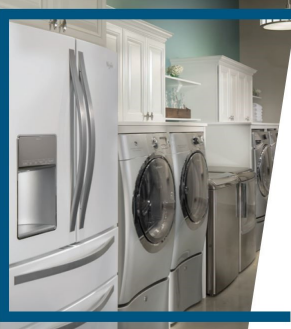
**Peggy Avilez**  
 Wichita Regional Manager  
 pavilez@americanpestonline.com  
 WICHITA, KANSAS

PHONE (800)748-8287 LOCAL (316)262-7378  
 WWW.AMERICANPESTONLINE.COM

## FURNITURE OPTIONS

An Employee Owned Company

Renting furniture, housewares & electronics within one business day.  
 1336 E. Douglas | 316.263.5750 | FurnitureOptions.com



BEST. DECISION. EVER.



2222 W HARRY ST  
 WICHITA, KS 67213  
 316-361-3716

FERGUSONSHOWROOMS.COM

## WESTLAKE COMMERCIAL

Service Passion Respect Integrity Teamwork Excellence

**David Pfaff**

Business Development Manager  
 dpfaff@westlakehardware.com

Wichita  
 316.259.4876

## METRO APPLIANCES & MORE

**LOURELLA CALKINS**  
 ARD Outside Sales

Lourella.C@Metro1974.com  
 www.MetroAppliancesAndMore.com

3545 N. Hillside  
 Wichita, KS 67219  
 316-941-4040  
 Fax: 316-941-4050  
 Cell: 316-761-6176

TULSA • OKLAHOMA CITY • LOWELL • LITTLE ROCK  
 JONESBORO • JOPLIN • SPRINGFIELD • WICHITA

## METRO APPLIANCES & MORE

**TODD LAFFOON**  
 Outside Sales

Todd.L@Metro1974.com  
 www.MetroAppliancesAndMore.com

3545 N. Hillside  
 Wichita, KS 67219  
 316-941-4040  
 800-536-5030  
 Fax: 316-941-4050  
 Cell: 316-519-4383

TULSA • OKLAHOMA CITY • LOWELL • LITTLE ROCK  
 JONESBORO • JOPLIN • SPRINGFIELD • WICHITA

## APPRENTICE PERSONNEL

**Stephanie Marnell**  
 Operations Manager

316-267-4781  
 Fax 316-267-4790  
 stephanie.marnell@apprenticepersonnel.com

328 S. Laura  
 Wichita, KS 67211  
 www.apprenticepersonnel.com

The help you need... ...Guaranteed