

**COMPLIMENTARY
SUBSCRIPTION FORM**

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NOTE: PLEASE PRINT YOUR NAME AND ADDRESS ABOVE IF IT DOES NOT OTHERWISE APPEAR. IF YOUR NAME AND ADDRESS DOES APPEAR ABOVE, PLEASE MAKE NEEDED CORRECTIONS BEFORE RETURNING YOUR FORM. You MUST fill in this FREE SUBSCRIPTION FORM COMPLETELY so (1) You can receive *Automated Builder* magazine regularly and (2) so *Automated Builder* can meet the requirements of the circulation auditors.

➔ I wish to CONTINUE RECEIVING, or START RECEIVING *Automated Builder* magazine WITHOUT CHARGE () YES () NO.

➔ SIGNATURE _____ TITLE _____ DATE _____

Which of the following best describes your company? (Check one category only). Please see the reverse side for standardized industry definitions.

1. MANUFACTURER OR BUILDER

- () Open or closed panelized/prefabricated or pre-cut home manufacturer (10)
- () Mobile (HUD-Code)/ home manufacturer (20)
- () Modular home manufacturer (46)
- () Combination mobile (HUD-Code)/ manufacturer and modular home manufacturer (25)
- () Office/commercial/industrial or other special unit manufacturer (26)
- () Production builder or builder/developer who builds with components (30)
- () Components manufacturer of roof or floor trusses, wall panels, or other components (40)

2. DEALER OR DEALER/BUILDER

- () Mobile (HUD-Code)/manufactured home dealer (44)
- () Modular home dealer (43)
- () Combination mobile (HUD-Code)/manufactured and modular home dealer (45)
- () Panelized/prefabricated or pre-cut home dealer/builder (47)
- () Office/commercial/industrial or other special unit dealer (48)

3. RELATED INDUSTRY GROUP

- () Supplier (manufacturer of building or construction related products), wholesaler or distributor (71)
- () Architectural/engineering design firm or consultant (50)
- () Land, subdivision or manufactured home site developer (60)
- () Association, government, financial, insurance, or related educational or service organization (70)
- () Other, please specify: _____

Please indicate your company's gross annual sales volume — — — — — ➔
R () \$10 Billion+ S () \$5 Billion+ T () \$1 Billion+ U () \$500 Million+
V () \$100 to \$499 Million W () \$50 to \$99 Million X () \$20 to 49 Million Y () under \$20 Million

Note:
All information is confidential and used for internal circulation purposes only.

The following key members of my company should regularly receive their own FREE copy of *Automated Builder* magazine. (Include names of such personnel as your president, vice president and key marketing and manufacturing executives.)

NAME _____ TITLE _____
NAME _____ TITLE _____
NAME _____ TITLE _____

Please recheck your form to see that the appropriate boxes have been checked off to properly qualify your firm. Because of stringent circulation auditing requirements, the publisher must reserve the right to send *Automated Builder* free only to qualified industry respondents. Paid subscriptions are available to non-qualified readers in the United States and Canada for \$60 per year and to readers in other countries for \$200 U.S. per year for air-mail delivery service.

Please use the following definitions to select your correct industry category.

Please select ONLY ONE which best describes your firm.

MANUFACTURER OR BUILDER

(10) OPEN OR CLOSED PANELIZED/PREFABRICATED OR PRE-CUT HOME MANUFACTURER. This type of company builds homes and/or home components inside one or more factories and usually sells homes through a network of builder/dealers. This category includes the following types of companies: wood frame panelizers; pre-cut manufacturers; log home manufacturers; dome home manufacturers; earth-sheltered home producers; steel frame panelizers; plastic and composite panelizers; structural insulated panelizers (foam core); concrete panelizers; retail building material establishments and mass merchandising chains which also function as panelizers as part of their business operations.

(20) HUD-CODE (MOBILE) HOME MANUFACTURERS. These companies build single and/or multi-sectioned HUD-Code (mobile) homes built to comply with the U.S. Department of Housing and Urban Development Manufactured Housing Construction & Safety Standards. Most of the sales are derived from HUD-Code homes built with an integral chassis as part of the floor system even though many units are placed on permanent foundations. Many of these companies also build commercial units, and many build residential modulars.

(46) MODULAR HOME MANUFACTURERS. This type of company builds double or multi-section modular homes inside a factory. These homes, made in box-like sections, are usually 95% complete when they leave the factory. They are built to comply with the conventional building codes, now amalgamated under the International Code Council's (ICC) International Residential Code (IRC), these homes are sold direct to builders for resale or sometimes direct to consumer buyers.

(25) COMBINATION MOBILE/MODULAR HOME MANUFACTURER. Builds both types of homes.

(26) OFFICE/COMMERCIAL/INDUSTRIAL OR SPECIAL UNIT MANUFACTURER. These manufacturers build commercial modular or panelized structures inside a factory. They may be built as a self-contained, complete structure or with factory-made components such as roof trusses, floor trusses and wall panels. While modular units are 95% complete when they leave the factory, the panelized units are assembled at the job site and final finish is applied on site.

(30) PRODUCTION BUILDERS. Companies of this type are home builders using one or more factory-made components such as roof trusses, floor trusses and wall panels. Some companies build their own components. Either way, the majority of the interior finish work is done by the production builder and his subcontractors at the job site. Production builders usually sell their homes directly to the consumer rather than through a network of builder/dealers as is common for many panelized, HUD-Code and modular manufacturers.

(40) COMPONENT MANUFACTURERS OF ROOF AND/OR FLOOR TRUSSES, WALL PANELS, AND OTHER COMPONENTS. These independent companies build components primarily for sale to on-site production builders or other companies in the home or apartment construction industry,.

Please check off the category which most closely defines your company on the other side of this sheet. Thank you. *AUTOMATED BUILDER*

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