

Automated[®] Builder At Home

The No. 1 Engineered Housing Technology Transfer Magazine for Manufacturing and Marketing

State of the Industry Housing Report for 2009

Estimated Housing Production by Industry Segments 1999 - 2009 (in thousands)												
	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	% change
Production Builders' homes	889	960	984	1082	1118	1241	1293	1354	987	622	567	-9%
Panelizers' homes	801	841	877	989	1081	1254	1377	1483	1437	1063	730	-31%
Modular homes	163	148	166	181	198	206	212	187	159	127	100	-21%
Totals without HUD-Code	1853	1949	2027	2252	2397	2701	2882	3024	2583	1812	1397	-23%
HUD-Code floor shipments ⁽¹⁾	348	268	192	163	135	130	150	200	170	134	83 ⁽²⁾	-38%

⁽¹⁾ Most figures from the Institute for Building Technology & Safety (IBTS).

⁽²⁾ AB estimates of total floor shipments. Actual HUD-Code home shipments for 2009 are estimated at 57,000. Some HUD-Code homes include one floor, but the majority include two or more floors. Total home production: 1.454 million.



TempShield double bubble reflective foil by RadiantFoil.com costs less than 25¢ per sq. ft. but cuts sun's heat by 97% saving up to 50% on heat and cooling costs



Cavco park model is still only 400 sq. ft. -- but it's built with an attractive loft for multiple uses

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Phone: (805) 642-9735 Fax: (800) 799-8947

E-mail: info@automatedbuilder.com

Web: www.automatedbuilder.com

Don O. Carlson
Editor and Publisher

Lance P. Carlson
Associate Publisher &
National Sales Manager

Scott B. Carlson
Production

Agnes O. Carlson
Circulation Manager

Chris J. Butler
Managing Editor

Linde Clark
Associate Editor

Keri Mayhew
Office Manager &
Advertising Sales

George Rosenbaum
Market Research

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Automated Builder provides management, production and marketing information on all seven segments of home, apartment and commercial construction. These include:

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- 2 Panelized home manufacturers who produce for builders and builder/dealers packaged homes including open and closed panelized homes, foam-core panels, log, dome homes concrete and steel-framed homes.
- 3 HUD-Code (mobile) home manufacturers.
- 4 Modular home manufacturers.
- 5 Component manufacturers who produce floor and roof trusses, wall panels and other components for site builders.
- 6 Special unit (commercial structure) manufacturers.
- 7 Builders and dealers for HUD-Code, panelized and modular homes and apartments and builder/dealers for commercial structures.

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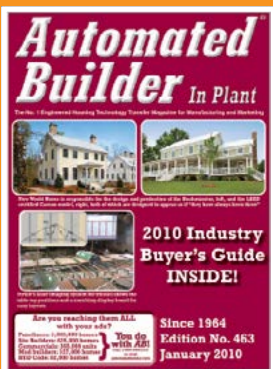
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Automated Builder 31st Consecutive State of the Industry Report for 2009: Mods Drop 21%, Panelized 31%, Production Builders 9%; Output Slows to 1.397 Million

By Terry Traynor, Vice President
Leo J. Shapiro & Associates, Inc.
Market Research Specialists

CHICAGO, IL—Total industrialized housing production, including production builders, panelized and modular manufacturers declined 23% during 2009. The U.S. Census reported a 30% year to date decrease in housing completions through November 2009. The in-plant, engineered home builders continue to feel the effects of the sub-prime mortgage crisis and the overall U.S. recession.

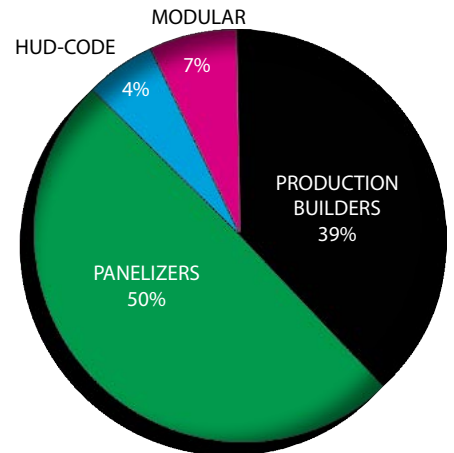
Among the industrialized housing producers production builders posted the smallest declines with a 9% drop in production following declines of 27% and 37% respectively over the past two years. Declines in production for panelized builders are the steepest, down 31% in 2009. Modular manufacturer's production declined in 2009 by 21%, about the same as the 20% decline experienced in 2008. In all the estimated production of industrialized housing for 2009 excluding HUD-Code homes was 1,397,000 a 23% decrease over the 2008 total of 1,812,000.

The combined share of industrialized housing produced by modular and panelized companies dropped back to 59% down from 66% in 2008. Despite this sizable drop in panelized production in 2009 production in this market segment exceeds that of the production builders' market segment for the sixth consecutive year.

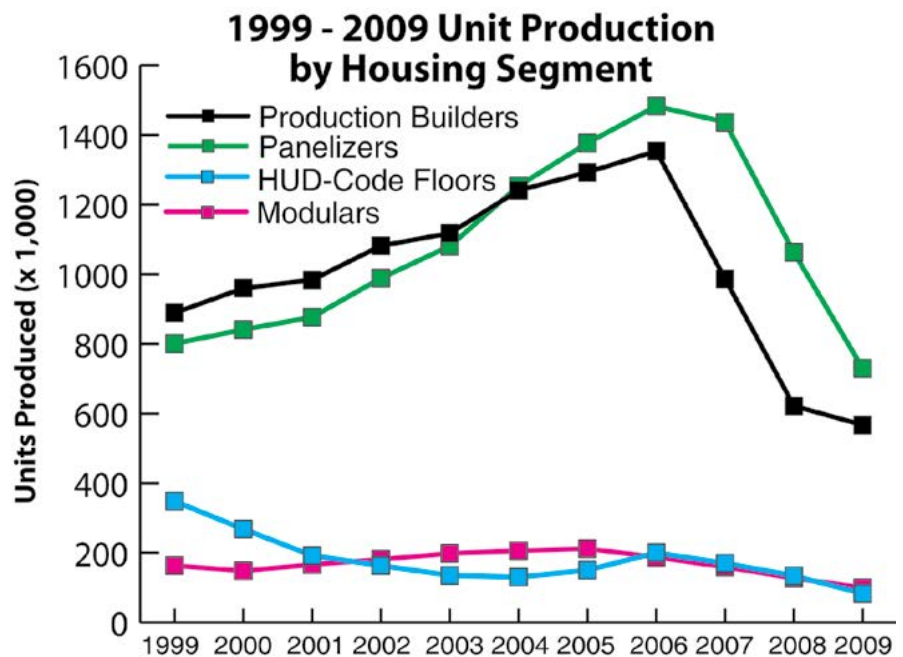
Production declines in 2009 shifted away from the largest builders in terms of annual sales volume and intensified for middle size and smaller companies. Among the largest companies, those with sales of \$20 million or more, production dropped 13%, well

NOTE: The reporting units do not reflect industry totals. *Automated Builder* figures show approximately 2,585 panelizers, including log, dome, conventional 2x4, foam core, steel frame, plastic and concrete panelizers and retail or mass merchandiser lumber yards.

Figures show 4,550 production builders, 180 residential modular producers and 80 HUD-Code home manufacturers operating 115 factories. Not included are some 1,400 component manufacturers producing roof and floor trusses and wall panels for home builders and about 170 firms manufacturing modular or panelized commercial buildings.



(Based on estimate of 57,000 HUD-Code homes)



Estimated Housing Production by Industry Segments 1999 - 2009 (in thousands)

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above the 38% decline reported in 2008. Among the companies with sales in the middle range, \$5 million to \$20 million, production decreased by 33%, almost tripling the decline reported in 2008. The smallest companies, those with sales under \$5 million, posted an extreme decline in 2009, down 48%, nearly twice the decline reported for those companies in 2008.

The biggest builders, with \$20 million or more in sales, account for 63% of units produced, compared to 5% for builders with sales of less than \$5 million and 32% for mid-size builders.

Forecasts for the first quarter of 2010 are hopeful. Both panelized and modular builders anticipate production increases of 14% and 4%, respectively. Production builders expected their first quarter 2010 production to be down 4% still a vast improvement from their prediction of a 30% decline the year before.

Declines in new home production have affected all regions of the country. The 'sunbelt' region, with continued rebuilding as a result of hurricanes felt the production decline less severely than the North in 2009. This effect may have worn off as first quarter 2010 production is anticipated to grow positively (9%) in the North but still shows a slight decline in the South (2%).

When asked when a 'turnaround' will materialize new home construction builders are saying two to three years on average. Those who feel the housing industry could improve within the current year (31%) are hopeful based on what everyone is saying but with the knowledge that there are large inventories of already built housing for sale.

Some typical comments:

"The amount of inventory on the market is very substantial. Unemployment is a big factor. The only thing selling is the lower priced homes with a stimulus package."

"We have just got a lot of excess inventory lying around. The credit markets are too tough."

"Just based on what we are seeing and hearing, I think it's going to take awhile to recover, especially on the high-end market."

Those who feel the housing market will take two more years to improve (35%) are most concerned about lending practices, that is, the ability for their buyers to get mortgages, keep their jobs and how politics will affect these things.

"Unless they get the banking industry squared away, the amount of existing structures will take that long to sell. There is a tremendous amount that we need to get rid of."

"The political issues will determine if it will play out or not."

"I just think that where I'm working the job situation needs to improve and I don't

see that happening over night."

"[It will take] until the foreclosures slow and the people become more confident in retaining jobs. Those that have been with a company for 20 to 25 years are losing their jobs and struggling to retain employment now. People are just not willing to make the mortgage commitment."

Those that are expecting an even longer recovery of the housing market (34%) feel that the economy in general must do better. They see large inventories and anticipate more foreclosures and tight lending practices.

"There is a glut of inventory in the market right now. Financing is a challenge. The economy continues to falter and inflation is rising."

"It's pretty bad. I just think as long as the inventory is so large and homes are being foreclosed, we are going to struggle. Nobody in government cares about anything except Wall Street and that's what drives the whole economic system. Nothing is being done to help the construction system."

"Just based on what real estate and the overall economy are doing. Until there are more jobs, people will not build houses."

"The current economic situation and the political choices made by our government

keep dropping the prices of homes."

While most builders see no quick fix ahead for the manufactured housing market, positive forecasts by modular and panelized builders for first quarter 2010 are an indication that the worst is over.

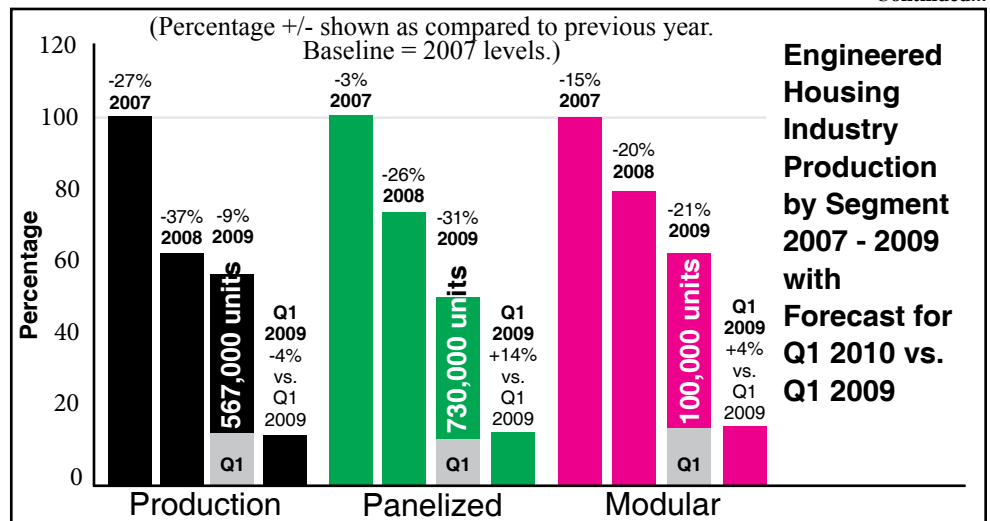
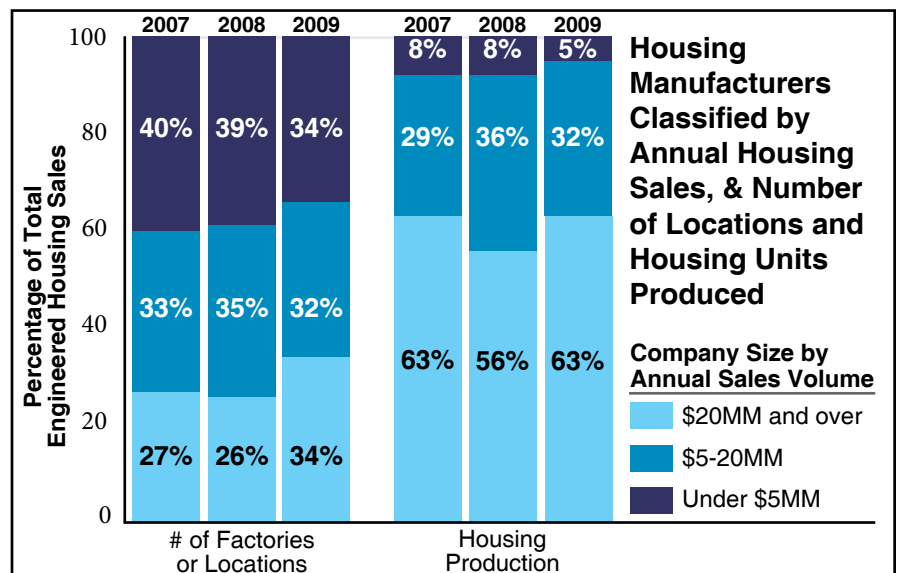
Estimated Housing Production Forecast

Estimates of housing units produced by U.S. industrialized housing manufacturers are presented in these tables. They are based on production reported by the industrialized housing industry, comprised of production builders, panelized home manufacturers, and modular home builders. Information is collected from interviews with samples of companies in each of these industry segments. Interviews were conducted in December 2009 and January 2010.

The Industrialized Housing Industry

The study is designed to describe what is known as the industrialized housing industry, or factory builders of housing. This includes production builders who construct homes on the site, using manufactured components, and builders who manufac-

Continued...



ture homes in plants, including panelized and modular builders.

This definition of the industrial housing industry excludes the site builder, who does not assemble on site using manufactured components, but builds on an individual basis, accounting for less than 5% of total housing purchased. Excluded as well is high-rise housing. Surveys indicate that about 4% of U.S. households live in private high-rise housing. This implies approximately four million private (rental, co-op, or condominium) high-rise housing units.

Source of Data

Information is based on interviews with 110 producers of housing conducted in December 2009 and January 2010; firms who are production, panelized, and modular builders. HUD-code home builders were not studied because their statistical results are computed by IBTS for the federal government.

Interviews were conducted by telephone, in most instances reaching a key executive, e.g., general manager, president, owner, financial officer, or vice president.

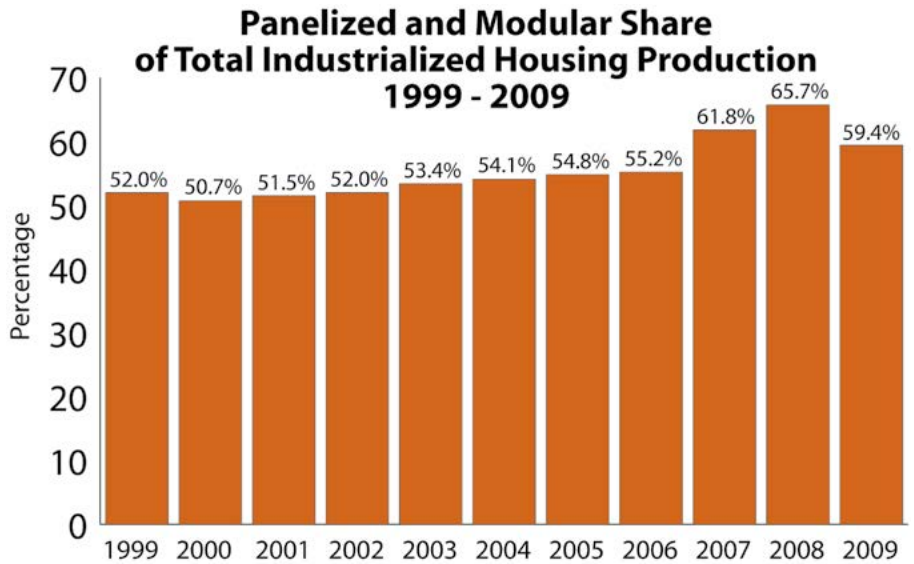
The respondent was asked to report the number of housing units, i.e., "houses" manufactured or constructed for the year up to the point of the interview. He or she was then asked to estimate production for the balance of the calendar year, 2009, and to forecast production for the first quarter of 2010. Production reported on a quarterly basis was checked for consistency with estimates made for the full year.

Survey Sample

The survey sample was drawn from subscribers to *Automated Builder*. Firms which are not subscribers to *Automated Builder* were identified by the subscriber sample by enumerating other producers of housing in their area. The sample was stratified according to company size (annual sales) reported by subscribers to *Automated Builder*. This, in effect, related the chances of being drawn into the sample to the company's estimated housing production. The survey tabulations reflect the varying weight given to the size of each strata in the sample selection. Within each sample stratum, interviews were completed on a quota basis.

Source of Error

The estimates for 2009 are based on both achieved production and production expected for the final month of the year. This means that achieved production on December 31, 2009 is likely to vary slightly from estimates reported here. Non-response error results from the inability to reach a designated person in a firm after numerous (three, four, or more) attempts, as well as refusal to provide an interview. Among firms interviewed, none failed to provide current-year production estimates, while 11% did



NOTE: EXCLUDES HUD-CODE HOME STATISTICS

SURVEY PRODUCTION ESTIMATES VERSUS THE U.S. CENSUS

Comparison of Estimates of Housing Produced with
U.S. Census and *Automated Builder* Estimates, 1999-2009
(Excluding HUD-Code Homes)

	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
	(All figures = x 1,000)										
1) 1853	1949	2027	2252	2397	2701	2882	3024	2583	1812	1397	
2) 1636	1596	1570	1649	1679	1842	1932	1979	1505	1119	791*	
3) 1666	1590	1596	1705	1846	1956	2066	1785	1357	906	551*	

1) Survey estimates

2) U.S. Census Housing Completions (C22) - Private Housing

3) U.S. Census Housing Starts (C20) - Private Housing

*NOTE: 2009 Estimates based on first eleven months for 2009 as reported by the U.S. Census for housing starts and completion.

not provide production forecasts.

Information for production achieved prior to the interview was usually reported from prior knowledge rather than from a direct check of company records. Most firms were conversant with the number of houses that they had built.

• **Withdrawal from Residential Housing Production.** One of the measurements made in this study accounts for manufacturers who have withdrawn from residential housing production. This includes manufacturers who have gone out of business or have had no production this year and manufacturers who have exclusively shifted to mobile home or non-residential construction (e.g., commercial construction, offices, institutional housing, etc.) or to high-rise construction. The current 2009 study found an estimated 14% of production builders, 17% of panelized, and 9% of modular home builders had withdrawn from residential production. These percentages include manufacturers who have merged with or been acquired by other companies.

The production of builders who exited the market is believed to have had a modest impact on estimates (under 5%) because the production occurred for only a partial year, and was likely well below that of average builders for the months of the year preceded-

ing their exit. Builders who merged or were acquired are accounted for in the production estimates.

• **Production Not Used for Private U.S. Residence.** Reports of housing production are not always restricted to private housing, but include housing used for non-private purposes, both residential and non-residential, e.g., commercial, institutional, military, public, etc. Thus, the estimates of manufactured housing in this report are not strictly limited to private housing, but include production reported as "housing," but purchased for non-private uses. This occurs primarily among panelized and modular producers. As well, the estimates include housing produced in the U.S., but shipped overseas or across borders into Canada or Latin American countries. It is estimated that 1% of manufactured housing in 2009 was exported.

• **Multi-unit Structures.** Some housing manufacturers produce multi-family housing, typically two to four units per structure. These units are included in the housing production reported by manufacturers, counting, for example, a two-flat structure as two housing units.

Full copies of the 33-page Shapiro report on the state of the housing industry are available for \$50 each. Credit cards accepted. Call 800.344.2537.

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Miller Dowels and corresponding tapered TruFit Drill Bits are designed to create stronger corners in any woodworking project. Available in red oak, cherry, black walnut and birch, the dowels can be purchased in three sizes: the Mini-X at 1-5/8" long with a cap diameter of 1/4", the 1X at 2-3/4" long and .413" cap diameter and the 2X at 3-1/2" long and 1/2" cap diameter.

When used properly, glue is then applied around the ribbed segments of the dowel to further strengthen the bond. The tapered Miller Dowels are then inserted into matching drilled holes in the lumber. Dowels are self capping so there is no need for finishing plugs. Simply cut or sand any remaining extruding end of the dowel and the project is fastened.

For more information visit www.millerdowel.com, call 866.966.3734 or circle Reader Service No. 51.

The Finishing Turntable from K & M of VA, Inc. offers craftsmen and woodworkers the solution to 'touch-free' finish projects and easy spray on and laminate applications. The almost 16' diameter spinning platform can handle loads up to 100 lbs. By raising the its load almost three inches off the ground, this turntable creates easier access to lower corners of the object. Entire projects can now be finished in one session instead of waiting for edges to dry before turning or tipping the piece on its side.

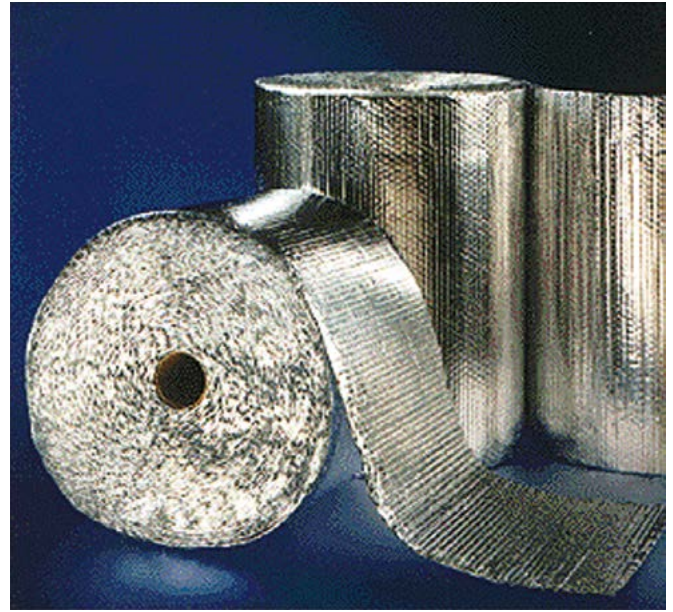
Fully assembled and ready-to-use out of the shipping box, the Finishing Turntable utilizes small pyramids for minimal surface contact points with the project, virtually eliminating touch up work. In addition, the unit is made of non-stick materials that resist paints, solvents and most types of glue.

For more information visit www.finishingturntable.com, call 804.426.4366 or circle Reader Service No. 52.





Photos of the Super R™ Plus Foil Insulation Blanket, left, and the TempShield™ double bubble foil at the right. Material is highly reflective but very light-weight, tough, but easy to cut and easy to install. Marketed by RadiantFoil.com, the reflective foil is said to reduce heating and cooling costs by 30%, 40%, 50% and more in both homes and commercial buildings.



Our Missed Miracle Material? Reflective Aluminum Radiant Foil - - An Ignored Energy Solution

By Don O. Carlson, Editor & Publisher

KETCHAM, ID—Under the professional tutelage of Art Carlson (no relation to yours truly) who owns a company called RadiantFoil.com, based here, your editor has been made aware of reflective aluminum foil as a superior material to help solve our energy problems in both homes and commercial buildings.

Early on Art Carlson told me that the industry producing radiant aluminum foil is not much more than a cottage industry with about five plants producing it in the U.S. and a few large ones in Asia. Nevertheless after listening to the description of how this product keeps heat out of buildings while keeping heat in buildings I began to wonder whether this so-called cottage industry is not heading for towering towers as the future fate for foil.

Art Carlson observes that when the market becomes aware of the benefits of the reflective foil for saving energy it will be tantamount to the discovery of oil all over again. That's because this relatively low-cost product, selling at far less than 25¢ per sq. ft., has surface reflectivity of over 97%, meaning, of course, that less than 3% of the sun's heat gets into the building if you use the reflective barrier.

While not a manufacturer of the material Carlson's company markets three products available in North America and the rest of the world. One product is called Super R Plus™ which is a tough, flexible, thin aluminum blanket which they call 'the ultimate reflective barrier.' This product is used as house wraps, to spread over rafters, trusses, roofs, sheathing in walls and below floor joists or bottom truss chords. It is said to reflect 97.5% of heat energy and therefore efficiently keeps outside heat out and inside heat in.

Another product is called TempShield Reflective Insulation™ which has foil layers on both sides and single or double bubbles inside the soft, flexible blanket-like material. This product,

depending on construction, is said to have R-value ranges from 40 to 60 for floors, 21 to 40 for walls and 30 to 50 for ceilings. It carries an ASTM C-976/C-1224 rating having been tested and confirmed.

The third product in Carlson's quiver is called TempTrol. This is an insulating fabric distributed by RadiantFoil.com which can be used for draperies, covers for boats, roofs, solar screens, awnings, blankets, fireguards, tents, tarps of all-types and sleeping bags plus many more uses depending on the imagination of the user.

All of the foil products are fire and bug resistant as well as non-toxic in use.

Asked why we have not heard more about these reflective materials in the past, Carlson states, "I don't believe you've ever asked me but the point is our nation is pretty much a third world country when it comes to keeping up with the ways to cut our heating and cooling costs in both residential and commercial buildings. The rest of the world is very much up-to-date and they are heavy users of radiant foil because they know it will do an outstanding job at considerably less cost.

The other fact is that in the United States we were able to get away with very low-cost fuel from oil and natural gas to heat our homes. Other nations did not have the low-cost benefits we had so they naturally gravitated to the use of foil in order to conserve their energy and keep their homes cooler or warmer with the benefit of foil," he added.

Asked why the U.S. housing industry had not heard more about this reflective material Carlson stated, "When you think about it the industry is quite small and the fiberglass industry alone probably spends more money advertising their products in a month than the entire radiant barrier industry spends in five years. However, there has been some recent recognition. For example, the new California Title 24 standard construction code



The bigger the building the bigger the savings when it comes to use of reflective aluminum foil which keeps out over 97% of the heat from the sun. In this commercial building the reflective foil is applied under sheathing and prior to the installation of drywall for maximum savings.



The product also is extremely valuable for energy savings in existing structures. In this photo it is seen that the reflective is being installed on top of old roofing before new roofing is applied. The result is very high savings in both heating and cooling costs for the home.

calls for the installation of reflective barriers under roofing on top of the roof decking in order to ward off heat from the sun. Unfortunately they haven't mentioned the walls or the floors but of course it would work as well there."

Asked about the use of the aluminum reflective barrier material in existing homes, Carlson said "That is a natural."

Some Foil Testimonials

Following are quotes from happy foil users in existing homes:

"Is there something I'm missing? If blanket insulation is so good why is my AC always on? Thanks for the help. Now we get it. The air conditioner is off and only runs a short time and shuts off again. Amazing!" —Biloxi, MS

"First I thought you would be interested in knowing that in December of '05 our electric bill was \$500, but this last year the bill for December was \$128 roughly 70% to 75% less. In short we paid for our Super R Plus reflective material in only three months - - nothing else comes close." —Burl, ID

"Just an update for you. It's 90° outside the and cabin is holding nicely at 70° inside and that's with one layer of insulation foil in our second floor." —Salmon, ID

"In our 5,000 sq. ft. house in February and March our gas bill was only \$200. This is so remarkable I framed the bill." —Valley Club, ID

For example, he stated, "If you have insulation on the floor of your attic you can make it much more efficient by laying a layer of the reflective foil on top to help prevent heat escaping from downstairs into the attic area. Plus it makes really good sense to attach the reflective material to the underside of the roof in the attic which will go a long way toward stopping unneeded sun heat coming into the home while keeping needed heat inside."

Carlson also stated that many builders who turn to remodeling projects during down times find a lucrative business in re-roofing utilizing the barrier material.

For what he calls 'the poor man's roofing approach,' Carlson says, Rather than ripping the old roofing off, they simply leave it in place then the roofers put a blanket of reflective material on



The reflective blankets in new construction are installed both on top and beneath the roof system and against exterior walls.

top of the old roof, put a new roof on top of that and they end up with an incredibly efficient barrier that keeps heat from the sun out of the home or commercial building. What this accomplishes is a greatly reduced air conditioning bill for the home.

Carlson went on to say that the additions of thicker and thicker layers of fiberglass or other insulations in the walls is unnecessary if you utilize the radiant foil barrier which will keep heat from going in or leaving the structure. It seems that the blanket insulation promoters often are very happy to suggest, instead of 2X4 walls, 2X6 walls. There's even a movement now to talk about 2X8 walls because there's lots more room for insulation in those. Carlson observes that 2X4 is plenty of space if you utilize the reflective foil product. What's more, it does a far more efficient job of accomplishing what the home owners need in conserving their heating and cooling costs.

As for the future Carlson believes that more and more home owners and home builders will be acting on the benefits of radiant foil as they learn more about it. He states that the present factories are in position to fulfill whatever quantities may be required for either new or existing structures.

For more information on reflective aluminum radiant foil contact Art Carlson at RadiantFoil.com at 208.725.0884, e-mail art@radiantfoil.com, visit www.radiantfoil.com or circle Reader Service No. 61.



It may be only 400 sq. ft., but the Catalina from Cavco offers comfortable living for the park model environment. Loft storage space above spans over half the unit, giving the owner even more usage options.

Cavco's Catalina Shows the Spacious Versatility of the Park Model

By Len Kawecki, Freelance Writer

LITCHFIELD, AZ—Some time ago ago, when I was a young man with my first job in the home manufacturing industry I was inspired to design a 'bachelor' pad for myself. I wanted a small unique place to live in that I would be proud to invite guests over to visit. Now in my view, this home would have to have all the luxuries of a small mansion, yet be transportable enough to be relocated if I moved.

My speculative little mansion would have all the amenities of a plush domicile ...living room in the front, a kitchen and bath midsection and finally that all important master bedroom. I did not want just a travel trailer per se; I wanted a posh tiny home. My little home would be a blend of homes we were building where I was employed, and the luxurious homes of say like ...the Biltmore Estates.

I never did have it fabricated. Things changed and my life moved on to other adventures.

Well some thirty years later I was building churches and schools in the periphery of the metropolitan Phoenix area. Daily I was making the tiresome sixty mile trek from my home to the job sites and back home again in the evenings and growing weary of the trip. I needed a much closer place to live. And, as fortune would have it, an RV park "Happy Trails RV Resort," lay just across the street from my new

construction site.

Lo and behold there were park models for sale, facsimiles to my little boyhood mansion. Needless to say I wound up buying one and spent the next two years in my second home enjoying the luxuries of resort living and my new home.

The park model was not exactly the tiny mansion of my dreams but it was all that I ever needed and then some. Well, there was the issue of space. ...If I could only have a little more room to store my treasures and stretch out in.

Recently I had occasion to take a trip to visit one of Cavco's facilities in Arizona, the Litchfield site. As I turned into the parking lot I was smitten by the site of what I saw, the most beautiful mini mansion....er...Park Model that I had ever gazed my eyes on. There she was, The Taj Mahal, well that is what we'll call her. Cavco calls her the Catalina. I made a beeline past the guard and straight into the open home. Some people were furnishing her, so I went in. I was in awe! I could not believe the luxury and space. This little home seems deceptively large and spacious; optical illusion? No, this park model came with a staircase and a second story loft high enough to sit up in. More space...and it was fun space too. The balcony overlooked a living room with a very high ceiling. This living room seemed like it was almost



A generous entry welcomes visitors into the Catalina park model at the Cavco Litchfield plant.

twelve feet high.

Well, the purpose of my visit now changed. I had to learn all the particulars about this home. I know that Cavco is committed to green building, so all Cavco park homes and cabins are energy efficient and friendly to the environment including this Catalina. But this little park home had it all, drywalls, cathedral ceilings, upgraded carpeting, high-end kitchen appliances, magnificent cabinetry and three pages of additional features and 25 floor plan variations, including a sunken bedroom.

Can you believe that! Just look at some of the models pictured.

Now if I could only turn back the clock to the time that I was a twenty-one-year old, young bachelor dreamer.

For more information on Cavco park models visit www.cavcoparkhomes.com or circle Reader Service No. 62.

Len Kaweck is an AB freelance writer, traveling associate editor and corporate dreamer. He has spent his life as a builder and a consultant to the construction and fabrication industries. He is currently finishing up his Ph.D. at the School of Sustainable Engineering and the Built Environment, at the Ira F. Fulton School of Engineering at Arizona State University. Len does research in sustainable engineered fabrication in housing.



A master bedroom in a Catalina floorplan at left. At right, the home's kitchen package offers options for stainless steel appliances and various countertop surfaces and cabinet designs.



Above, the cabin design is ideal for northern forested parks, while the lower park model with adjoining car port shows the attractive curb appeal of the unit. 25 floor plan variations are available.



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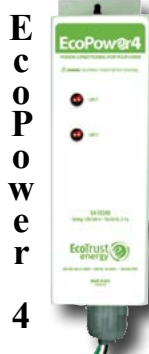


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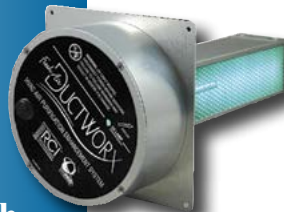
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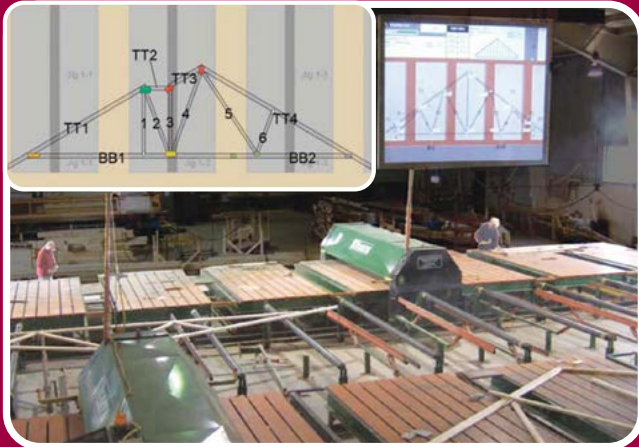
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Automated Builder[®] In Plant

The No. 1 Engineered Housing Technology Transfer Magazine for Manufacturing and Marketing



NewWorld Home is responsible for the design & production of the Buckminster, left, and the LEED certified Carson model, right, both of which are designed to appear as if "they have always been there."



Virttek's laser imaging system for trusses shows the table top positions and a matching display board for easy layouts.

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E-mail: info@automatedbuilder.com

Web: www.automatedbuilder.com

Don O. Carlson
Editor and Publisher

Lance P. Carlson
Associate Publisher &
National Sales Manager

Scott B. Carlson
Production

Agnes O. Carlson
Circulation Manager

Chris J. Butler
Managing Editor

Linde Clark
Associate Editor

Keri Mayhew
Office Manager &
Advertising Sales

George Rosenbaum
Market Research

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- 6 Special unit (commercial structure) manufacturers.
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AB Carlson's Column

Housing Still Needs A Kick in the Posterior By the Fed Powers

By Don O. Carlson,
Editor and Publisher

It was disappointing to learn that after nine straight months of increases for the housing industry in November sales of pending home sales fell 16% from October according to the National Association of Realtors.

While the prognosticators did not spend much time blaming the terrible weather that occurred in many parts of the nation in November the surprise was particularly shocking because a survey of economists predicated only a 2% drop for pending home sales in November.

Unfortunately too many sources across this nation fail to remember that at any given time in the USA more than 1.5 million people are standing in line waiting to buy houses. Currently, of course, many can't make the move because of job losses. On the other hand even if they're looking at 10% unemployment you must always remember that 5% of that 10% is always with us due to illnesses, specific industry downturns and the always-with- us group who refuses to work. In short, the 10% is really only just 5% so 95% of citizens are out there willing to make a move into a new house whether it is an existing structure or a new one.

Regrettably our U.S. Congress tends to move with all of the alacrity of a solidly frozen glacier. They did finally move to extend the tax credit of \$8,000 for people who bought a new home to April of this year. The only thing wrong with that idea is that it should be extended completely through 2010.

What's more, while big Ben Bernanke is doing his best by putting more money into Fannie Mae and Freddie Mac to buy mortgages and by keeping interest rates at virtually zero, the administration is simply ignoring the main economy problem. How many times do you have to expose the fact that housing's flop is what flopped the American economy and only housing's return will return the American economy to health again?

Most seem to forget that it was the mortgage lenders - - some of whom were outright illegal - - who got us into this so-called mortgage housing bubble and they are playing their own devil's advocate by making it difficult for people to get out of the foreclosure mess which they created. These mortgagors are insisting on 20% down payment and that the buyers better have a gilt-edged employment scenario or they stay out in the cold.

It is high-time for the Congress and administration

to use their considerable jawboning power to tell the mortgage industry it's high-time they cut the down payment rate to 10% which reaches the sensible limit of the public's current ability to start the mortgage transaction.

The housing industry controls a big part of the cash-flow of more than 300 separate companies, industries and utilities. We must do what it takes to revitalize this all-encompassing economy booster.

It is simply preposterous to watch Congress fiddle their sticks over toothache pains in the economy while the economy itself is in the position of losing its legs.

New Developments

Two interesting developments appear in this edition for the housing industry. One is the fact that we're beginning to learn the importance of reflective aluminum foil for the well-being of the American home be they new or used. In fact, we learned lately that in California, while they didn't send news releases on the change, it's required to put reflective foil under your roofing on top of the deck when you build a new house. Also, if you put reflective foil on the inside roof of your attic both types of foil approach helps keep up to 97% of the sun's heat outside of your domicile. Not only does foil keep the unwanted heat out but it keeps the wanted heat in. This is good news for our energy saving in both heating and air conditioning.

We also ran across an acquaintance of some 15 years ago from Ireland who went with us on a study mission to Japan. He was so impressed with one highly-automated factory which was turning out a house every 45 minutes that he went back to Ireland and emulated the approach. He also decided to become the greenest, most environmentally responsible and biggest panelized home builder in Europe and he made it. He recently sold his holdings of five factories and moved to Southern California.

This man, Gerry McCaughey, hopes to get his own panelized plant running here in Southern California soon and will offer licenses for the successful, highly-automated system he used in Ireland and the U.K.

Gerry McCaughey explains one of the ways he succeeded in automated, engineered home building in Europe was living by the following advice: 'Before you make up your mind, open it.'



Typical Century Home in Ireland

Now at Home in the U.S.A . . .

Gerry McCaughey, Europe's Leading Green & Off-site Panelized Manufacturer, Opens for Business

The call came to your editor Don O. Carlson late in an afternoon as we were closing our January Edition. The voice had a high-class English accent which took me back to my late mother British bred and born and the one who took me to England to meet her father even before I learned how to talk. In short, I did learn to speak English in England.

"Do you remember me, Mr. Carlson? I was with you on the housing study mission to Japan some 15 years ago when we visited the plant that was turning out a house every 45 minutes."

"Of course, I remember you," I replied, "You were the only Irishman on the trip. What have you been doing lately?"

He replied, "I was so impressed by the output of that factory I knew I had to go home and repeat it. And I did. We set up five housing factories, three in Ireland and two in the U.K. We became the biggest builder in Europe turning out 8,000 houses a year. We practiced sustainability, recycling, energy saving and leaving as little carbon footprint as possible," stated Gerry McCaughey, who founded and headed the Irish panelized company called Century Homes.

The business was so successful he sold it to Kingspan Century, served as their CEO for three years and decided it was time to come to America with some of the manufacturing and marketing lessons he learned which might be of value here.

When I asked what he thought he might do here, McCaughey listed them: 1. Consultancy in helping new off-site plants start up. 2. Consultancy on use of advanced automation and software. 3. Consultancy on helping existing plants become more efficient. 4. Consultancy on improving energy efficiency carbon-neutral homes. 5. Start a plant with interested partners. 6. License my technology.



Gerard McCaughey Receives Trophy for Entrepreneur of the Year Award

We said, "Gerry, we'll try to let the U.S.A. and others know you're available."

McCaughey admits he was too busy to get married because he was 'married' to his business while also attending six institutes of higher learning in his field. Finally, when he reached his high forties he noticed a girl in one of his courses and one thing led to another and his growing family now resides in Southern California.

In Ireland McCaughey was named Young Manager of the Year in 1993, Business Person of the Year in 2000, Industry Entrepreneur of the Year in 2003, Best Corporate P.R. Program in 2005 and was named Member of Board Chambers of Ireland in 2007 and Chairman of the Top Property Registration Authority in Ireland in the same year. He's made numerous green speeches at industry confabs in Europe and the U.S. and met with Nelson Mandela and Bishop Desmond Tutu in South Africa while assisting their country in housing construction. He also advised the developing Nation of Latvia.

Gerry McCaughey remains solidly committed to green building, sustainability and software success in construction automation. He has been praised for his work worldwide by the President of the NAHB Gerald M. Howard, by Tom Parlon, Director General of the Construction Industry Federation of Ireland and John Gormley, Irish Minister for the Environment.

For additional information or questions for Infineco use the phone numbers, fax number and/or e-mail address below, or circle Reader Service No. 115. For details on Infineco licenses circle Reader Service No. 116 or contact by phone, fax or e-mail.

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400 Continental Blvd., Suite 600, El Segundo, CA 90245 USA

Gerard V. McCaughey, CEO

Call

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Fax: (310) 426 - 2001

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The Carson, recently built in New York State, is one of three New World Home models of four prototypes to achieve LEED certification, an example of the NWH 'New Old Green Modular' (NOGM) concept.

Design/Build Firm in Expansion Phase:

New World Home Leverages Traditional Styles and Modular Building

By Robert Mendel, Freelance Writer

NEW YORK, NY—A design/build firm with offices in New York and Atlanta, New World Home® was co-founded in 2007 by Mark Jupiter, president, product division and Tyler Schmetterer, chief operating officer. Michael Natbony, chief executive officer and Steve Fader, president, business development, joined the firm in 2008.

There are currently 26 house designs including six cottages in the New World Home product line under the umbrella name New Old Green Modular® (NOGM®). This combination of 'old' and 'new' is based on a trend which respects local architectural vernacular while providing the benefits of in-plant construction. As the New World Home literature notes: "Simply put, a New Old home should appear as if it has always been there."

Jupiter says, "The initial concept behind the NOGM was not that it is a 'green' home but a better made home and a healthier home without being more expensive. An NOGM home is on average 50% more efficient than a site-built home of 1,800 – 2,500 sq. ft. The indoor air quality (IAQ) is superior to most traditional homes. That is what we mean by 'New Old Green Home,' that it combines historical architectural style with the modern efficiencies of modular building."

Schmetterer notes, "New World Home is the first of its kind in the industry to accomplish a U.S. Green Building

Council (USGBC) LEED for Home Platinum without the use of energy renewables although the homes are pre-plumbed to accept them. We did this to prove a point and to send the message that you can accomplish the highest level of green certification without having to rely on costly technologies – to avoid, in effect, relying on solar panels to achieve a platinum rating."

Further, the company believes that most home buyers are conscious of environmental values and would enthusiastically adopt them if they could be clear on how to do so.

NWH is a member of the USGBC and engaged in the Leadership in Energy and Environmental Design (LEED) Green Building Rating System.

NOGM homes are designed on a regional basis and incorporate climate-specific energy requirements that exceed local energy code requirements. As a result a NOGM home approaches LEED Platinum certification directly from the factory. To date, of the four prototype homes built on the East Coast, the last three achieved LEED Platinum ratings.

The methods, materials and appliances that generate a NOGM home rating include:

- Precast concrete foundation with a layer of R-12 insulation and 5,000 psi concrete mix reinforced with steel rebar offers strength and resistance to moisture



New World Home was co-founded in 2007 by, left, Mark Jupiter, president, product division, and Tyler Schmetterer, chief operating officer to link the efficiencies of modular home production with green, sustainable building values. Homes come from the production line ready for LEED certification.

reducing potential for mold and mildew.

- Advance framing with FSC-certified lumber reduces thermal bridging energy loss and minimizes waste.
- Non-formaldehyde OSB sheathing.
- HardiPlank® fiber cement siding is PVC-free, more durable than wood, will not rot and is insect resistant.
- Owens Corning spray foam insulation with zero emissions and provides an energy-conserving thermal envelope.
- EnergyStar-rated metal roofing reflects a large amount of solar heat, contains significant recycled content and provides longer lifespan and ideal surface for rainwater harvesting.
- EnergyStar® insulated exterior doors are low-E and feature foam compression weather stripping and tight seal door sweep.
- Low-E, argon-filled, EnergyStar windows.
- EnergyStar kitchen appliances save 50% more energy than standard.
- GreenGuard® certified countertops are made of engineered quartz that is non-porous and scratch-resistant requiring no sealant or waxes.
- FSC-Certified wood cabinets improve IAQ by using 3/4" NAF (non-added formaldehyde) plywood.
- Strand-woven bamboo flooring, a rapidly renewable resource and twice as hard as oak and maple.
- Optional rainwater harvesting system captures water runoff and redistributes it through slow drip irrigation to surrounding landscape.

Prices for the NOGM homes range on average from \$150 per sq. ft. to \$200 per sq. ft. and includes foundation.

New World Home's expansion plan is to be in 10 different geographical regions before year's end and management is currently in discussions with potential partners. Schmetterer says, "We plan expansion through partnering with licensees, meaning land developers, real estate developers and builders who are interested in our ideology and product principles. We formulate a territory and then help establish the marketing and branding on the front end."

As they move into the various new regions the respect for residential building style must accommodate regional tradition and tastes. Jupiter, who runs the design team, says, "We scan the region and research the historical architectural vernacular and host a formal design charrette and then dispatch a team to conduct market research. We then cull through data on traditional styles identifying what is selling and then



The business concept driving New World Home is paying respect to the architectural styles existing in a community or region and producing new green homes with traditional design values. The Buckminster shown here is one example.



Setting a modular section by crane. New World Home offers a move-in schedule of approximately 100 days in most locations. The homes are produced on-demand eliminating the problems associated with an unsold inventory.

utilize it as the basis of a custom design portfolio for that region. Of course the homes have all the modern amenities and meet the current demands of the market."

For example, looking at the Southern California area, New World Home would accommodate an architectural tradition that includes Spanish neo-Colonial and Craftsman home design. Jupiter points out that over the past two years the average square footage of new homes has dropped by 300-400 sq. ft. Further, he believes the combination of market-driven home design linked with modular efficiency will appeal to dealers and builders.

Schmetterer says, "NOGMs are on-demand homes. We are collapsing the void between economic demand and market inventory. An actual sale initiates the product development process allowing a home owner to move in 100 days later, rather than nine months later. We can build to the demand and that's why licensees are highly interested. It is connecting demand and inventory in real time."

For more information on New World Home visit www.new-worldhome.com or circle Reader Service No. 151.

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Are You Developing Reliable Truss Manufacturing Labor Estimations?

By Todd Drummond, Owner
Todd Drummond Consulting, LLC



SUNAPEE, NH—Some sources estimate that we have lost 40% to 50% of the truss manufacturers in North America. If you are in the lucky group that survives you know that guessing your true cost is no longer acceptable.

This article explains current flawed methods of truss labor estimations, otherwise known as time standards. It will also provide tips and guidelines to help you develop better time estimations. So lock your door, shut the phone off and take the next 20 minutes to absorb these words. I promise that if you read and understand what is written here your chances of becoming more profitable will increase.

As part of my consulting services I have performed hundreds of hours of time and motion studies to create consistent labor estimations for truss production. I have found that most companies' labor estimations (also known as time standards) are quite frankly not very good. I think most companies are using a shotgun instead of a rifle approach when it comes to estimating labor for truss manufacturing. When you compare the estimated labor to the actual labor for a single order the results are typically all over the place. Many say this is 'good enough' when the average is taken over a given period. How can a manager say the 'good enough method' is working when his company's margins are shrinking to the bare minimum in this tight market? You know what I mean. Sales are so low that you are willing to sacrifice margin in order to get the sale.

How do you know your methods are not good enough? Well, let us look at some clear signs that indicate you may want to revise your labor estimations.

- 1) Using board footage as the main factor to determine the labor estimation.
- 2) Using piece count with an 'average' setup time per piece for setup time estimations.
- 3) Not tracking and comparing every order's estimated versus actual labor estimations and labor costs.
- 4) Trying to use production history as a means to develop proper labor estimations.

Board footage is so common in our industry that too many individuals think it is the only method that anyone should use. Let me be perfectly frank with you by saying board footage is a red herring and should never be used. Yes, I understand it is very easy number to generate and track. Yes, I understand it has been used for years by most companies (maybe even yours). But let me ask you whether you can name one production foreman who thinks production scheduling and labor efficiency works using board footage as the unit of comparison for every order. And if your response is that the 'average rate' works for you then why is your production schedule so inconsistent? Why do you want to use this 'average' rate for pricing when the margins are so tight?

Are you willing to let this mindset go and embrace a better method if it is proven to work better?

Piece count seems to be the big talked about 'new' method for truss labor estimation. It is great for feeding boards into a saw but does nothing for the setup of the saw. This flaw is especially true of the truss tables. If you are using the piece count method and there is an 'average' setup time being used to account for the setup of the table how does the shop foreman deal with the inconsistencies of the very short-run orders (1 or 2 per setup) compared to the large-run orders (10 or more per setup)? Again you will claim it is the 'average' you are looking at. Again I will repeat myself and state that this is a shotgun method when you should be using a rifle method.

I cannot repeat this enough. You need to track every order being processed in your shop! Only when you are tracking the actual time for each and every order will you know which orders are actually giving you net gains. Every order has an estimated gross margin before it is sent to be manufactured. You really do not understand the amount of the true gross margin for a particular order unless you are tracking orders individually.

Think about this concept; if you are tracking every order and understand the true gross margin for each individual order you can know the profitability of your truss shop on a daily basis instead of waiting until the end of the quarter to find out.

When it comes to tracking every order there are two methods you can use. Track the labor by hand using time sheets or use software. Either way it is well worth the expense and effort! Then once you are tracking every order you need to evaluate each and every order's labor rate efficiencies and labor costs compared to the expected labor rate and labor cost. This is really easy to do if you are using truss labor tracking software like the product I provide my clients. (See my website http://todd-drummond.com/truss_shop_labotracker.html for more information.)

Trying to use production history as a means to develop proper labor estimations is a flawed method for two very good reasons.

- 1) How do you derive individual elements of labor estimation from the total labor shown by recorded history? You cannot know the actual time needed to place a truss plate on a joint or set up the angle on a saw by looking at the total recorded time. You cannot get accurate figures by looking at the recorded total time for an order, single truss or even the total saw or build time for individual trusses. Only properly trained individuals who understand motion and time studies and how to produce them will provide you with proper time standards. Note that I have studied and performed hundreds of hours of time and motion studies. I know for a fact that

you can never create accurate time estimations based on history. And yes, I do provide accurate labor estimations for my clients during consultations.

2) How do you know that past labor rates for orders processed are close to what they should be? You could very well have an inefficient shop. Yes I know your shop is the best and no one can fulfill the orders better or more efficiently.

Please bear with me and allow me to give you one golden nugget of information. Time standards (man-minutes) are created for what should be done using proper manufacturing methods. Labor cost rates are based on what is actually being done. Therefore you estimate labor cost accurately based on what your manufacturing is actually doing and you create time standards based on what your labor efficiencies should be doing under normal conditions. One is labor rate efficiencies (shop efficiencies) and the other is labor cost (shop labor cost). When companies implement the lean principles provided by my consulting services there is a normal 5- to 10-point gain in net profit (points not percentage) when all the better practices are implemented. (See my website at <http://todd-drummond.com/references.html> for testimonials.)

I know what will happen in most companies after a manager reads this article. You are going to have your top designer or salesperson look at your current labor estimation. Neither of them will have any idea what motion and time studies are. They will more than likely call your plate vendor to help revise your labor estimation in the software. And that person has also never been trained in motion and time studies to help revise your labor estimations. He will run a few trusses, less than a dozen, to compare and contrast estimates versus what he thinks it should be. In the end you will get pretty much what you already have and he will claim it is perfectly good based on the 'average.'

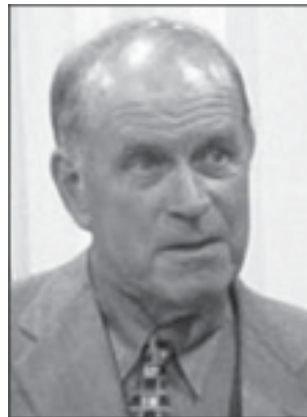
Here are some tips for proper labor estimations (time standards):

- Understand the difference between setup, run/build and support. This is very important for grouping and categorizing the labor. How else are you going to compare how long the sawyers should take to cut the order or the builders to build the order? In other words time standards are necessary for shop efficiency!
- Understand what can and what cannot be properly measured and used for time standards. Most companies fail to understand this principle. Hint: Reliable time standards cannot be created for lumber picking but one can account for lumber picking labor costs. This can be a confusing concept but is very understandable to one who has studied the matter properly.
- If the number of individual definitions is less than a dozen you are nowhere close to being accurate on an individual truss or even the order level. An example of a single definition would be how much time it takes to place a 2x4 into the saw. I typically have an average of 25 to 30 different definitions to properly estimate the time standards.

So now you have a lot to think about concerning your current labor estimations. I made enough plugs about my labor tracking software and consulting services to let you know that I can help you resolve this serious problem but now you have to make an important decision. Answering these two questions will help: Is your truss labor estimation good enough in this market? Why not make it better?

For more information visit www.todd-drummond.com, call 603.763.8857 or circle Reader Service No. 155.

Obituary



Dave Olden
1935 - 2009

CLARKTON, NC—(Harry) David Olden, long-time professional salesman for several of the major machinery producers for the component industry, passed away as a result of a vehicle accident on his farm here on December 4, 2009. At the time Dave was a consultant for a number of companies in the United States and Africa. He also served as an ad representative for *Automated Builder* magazine.

Dave is survived by two sons, Vince and Daren, a daughter Cheryl Mercer, four brothers, Tom, Johnny, Joe and Mark and four sisters, Katherine, Joan, Mary and Julie plus nine grandchildren and one great-grandchild.

By John Dawick, Wilmington, NC

I probably first met Dave Olden some time in 1978, my first year working in the engineering department at Gang-Nail Systems in Miami, FL. I expect Dave was in town for a sales meeting and my guess is that we met for the first time when he walked through the engineering office, stopping often to thank designers, engineers and draftsmen who had helped him or his customers. Dave always believed in showing appreciation when people helped him. I'm not sure what his first words were to me but they were probably something like, "Thanks for all your help with the customers."

He seemed to be fearless about most things and he had a salesman's instinct, some of which could have been learned but I suspect he was born with it. Dave and I worked together in a small booth at BCMC in 2004. Between us we probably knew at least half the people that came by. We were both enjoying working the show but we were not making many sales. At one point I noticed Dave talking to an acquaintance we both knew and in few minutes Dave brought him over and we wrote up an order. "How did you do that?" I asked later and Dave replied, "I just sensed that he was ready to buy." That salesman's sense had served him well during his long sales career.

Dave could tell a good story and he had many to tell. They were stories about his life and his many adventures on the road. He told them fast, punctuated with lots of laughs. I believe he enjoyed telling them as much as we enjoyed hearing them and we didn't really mind how often he told them. Outrageous stories, hilariously funny stories and I don't think he embellished them, he didn't need to. Often I watched people at neighboring tables at a restaurant stop their conversations and incline their attention toward Dave as he related one of his yarns then try not to laugh too obviously at the inevitable hilarious conclusion.

It wasn't until 1990 when Louisiana-Pacific purchased Mitek Wood Products and I moved to Wilmington, NC where Dave lived that I got to know him much better. There were not many of us in those early days of LP Engineered Wood and Dave and I worked closely together and worked hard wearing a number of different hats. Dave loved his toys and I could devote far more time and type than we have available to the many and varied machines that he owned during the time I knew him. Motorcycles, ATVs and hovercrafts were just a few of his adventurous hobbies.

I'm not sure when it was; probably on one of the long over-the-road trips when Dave and I swapped yarns for hours. He told me some of his life's experiences and the memories of his boyhood on a farm in Kansas. And he told me several times that he would like to have some land, a small farm of his own some time and a black Labrador. Well, he realized that dream and spent some happy years with his "toys;" various tractors, lawnmowers and vehicles on his acres in Clarkton, NC, faithfully accompanied by his black Lab.

In Plant New Products



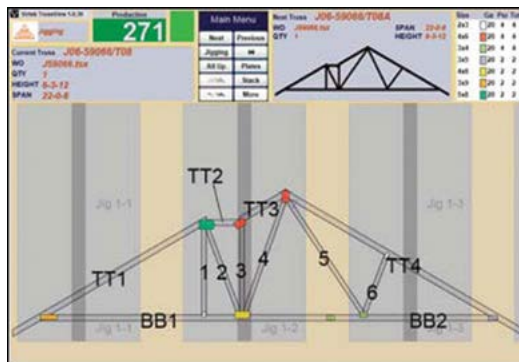
Sellick Equipment Limited introduces the all new STM55LP trailer mounted forklift. This low profile, three wheel drive loader shares many of the quality design features of the Sellick four wheel machines including excellent visibility and a roomy operators platform. Easy to operate, the STM55LP is quick and nimble to help increase loading times. Built in the Sellick tradition of quality and reliability the STM55LP features three wheel drive and is easily transported to any work site attached to the back of a flat bed.

For more information visit www.sellিকেequipment.com, call 877.735.5425 or circle Reader Service No. 171.



Festool USA launches its new line of multi-jetstream equipped sanders, sanding pads and abrasives. Festool plans to transition all 6" disc abrasives and pads to the new multi-jetstream design. The improved design provides higher material removal rates, increases airflow and results in even better dust extraction efficiency. The patented multi-jetstream technology improves air interaction resulting in time and cost savings. The new pads also incorporate an enhanced, heat-resistant StickFix design to extend both pad and abrasive life.

For more information visit www.festoolusa.com, see the video at www.youtube.com/watch?v=xf2R81aFjdU or circle Reader Service No. 172.



Truss View software by Virtek includes a variety of features, such as the ability to create detailed diagrams of truss layouts (above) which can then be projected on screen in the truss plant for easy reference during production.



Just Look Up!

Virtek Truss View Smooths Lay Ups, Prevents Mistakes, Speeds Production and Increases Accuracy

ST. LOUIS, MO—Now even inexperienced crews will be able to build accurate trusses fast by simply looking at the screen and know which part goes where in the correct orientation. Install it in a weekend and have your crew operating at peak proficiency by Monday afternoon.

Language aside a picture always makes it easier to grasp the task at hand. Truss View by Virtek displays component I.D. identifiers for chords and webs, work order, name and quantity to build along with the necessary dimensions of span, height, heel height, overhang, etc. It also displays plate sizes and locations for quick and accurate placement by your crew.

Also it quickly identifies non-standard gage plates — eliminating crew errors.

All Truss View functions are available to the crew by remote control (at the table) to save steps in bringing up new menus or the next job. Truss View's 10 ft. x 7.5 ft. screen at each jig station virtually eliminates referring to shop paperwork.

While others claim screen imaging projection only Truss View has these exclusive features:

- Real time display of production rate (bd ft. produced vs. target);
- Remote log-in to see same view (URL) of screen as displayed in real time;
- Displays actual build tables with pop-ups and aisles in background;
- Displays multiple trusses if more than one is to be jigged;
- Displays trusses in same orientation as the jig system even when rotated or mirrored; and
- Displays appropriate portion of each truss when trusses span multiple jig stations.

Add Virtek's Laser imaging system and decrease layup times even further. The crew simply places truss components along a laser projected line. The system even displays plate positions and sizes.

Controls to display next truss are accomplished at the table without having to walk to a computer console or station.

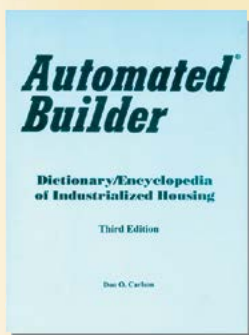
Add Planx™ Automated Jigging system and build trusses in less than three minutes flat on average.

For more information on Truss View by Virtek marketed by MiTek go to www.mii.com or circle No. 156. For more information on Planx circle No. 157.

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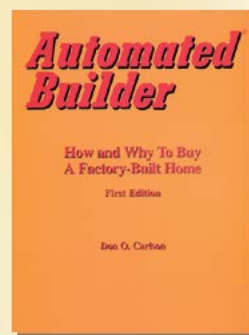
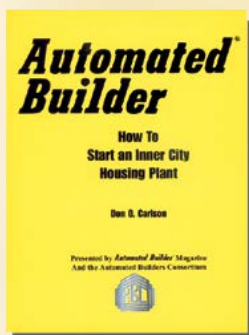
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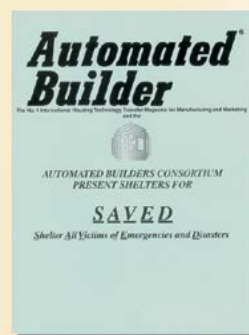
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How to Start an Inner City Housing Plant. A must-have source book for anyone interested in a housing factory start-up, with basic questions, answers, and the decisions involved in this important venture, with illustrations. **\$25**

The Automated Builder SAVED Booklet. This 56-page, full-color booklet explores the concepts of Shelter All Victims of Emergencies and Disasters, a program launched by AB Editor/Publisher Don O. Carlson and the original Automated Builders Consortium (ABC). Some 146 photos depict 32 building systems geared for rapid response and shelter needs. **\$20**



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Also available online at: www.automatedbuilder.com

Or write:

Automated Builder

1445 Donlon Street, Suite 16
Ventura, CA 93003

In Plant New Products



Hendrick continues to offer the **Hendrick HPS Series Panel Saw**, manufactured in Salem, MA. An ideal production solution for cutting a wide variety of materials in virtually any fabrication environment; typical cutting applications include: wood, non-ferrous metals, plastics, countertops, rubber, stone, fiberglass, glass, laminates, paper and many more. In the interest of economy the HPS may be purchased in a modular fashion and comes in a wide range of manual and automatic over table models. The saw features 5HP or 7.5HP blade motors on precision polished steel rails with indexing speeds up to 1,000 in. per minute and cut lengths of 4', 6', 8', 10' and 12'. Additional options include variable speed automatic saw travel, pneumatic pressure beam and chip evacuation.

For more information contact *Jeff Grant*, Hendrick vice president at 978.741.3600, visit www.hendrickmanufacturing.com or circle Reader Service No. 173.

► The **Eternal GU32 hybrid water heater** is one of the cleanest gas burning appliances on the market, operating at a significantly lower emission rate than other water heaters. Eternal emits only 5ppm nitrogen oxide (NOx), a harmful greenhouse gas, well under the regulated 55 ppm NOx. Consistent water temperature and pressure is achieved with the heat exchanger configuration, an additional performance and safety issue with tankless water heaters. In addition plumbers will also love Eternal because of the ease of installation and that it is PVC ventable.



Combining the best of both tank and tankless systems Eternal's inverted-infrared heat burner utilizes both thermal activation similar to a tank and flow activation similar to a tankless to heat water. Eternal is equipped with a precise computer monitoring system featuring multi-stage safety features that prevent scalding or cold water shock common with other water heaters on the market.

For more information visit <http://eternalwaterheater.com>, call 866.946.1096 or circle Reader Service No. 174.

Nuconsteel announces the addition of the **800 Series NuFrame** and **630 series NuTruss 3.0** systems to the 735/755 series NuFrame and 620 series NuTruss families of machinery. The release of the 800 series combo and



630 series systems is a continuation of Nuconsteel's efforts to provide the fastest, most economical methods possible for producing light gage cold-form steel panels and trusses for both the light commercial and residential construction markets.

The 800 series NuFrame system has the flexibility to automate the production of wall, roof and ceiling panels utilizing 3.5", 5.5" or 6" profiles from one machine. This system expands the user's

ability to take greater advantage of the opportunities in the light commercial market where a 6" profile is more common.

The 630 series NuTruss 3.0 system provides a 3" truss profile allowing the user to achieve as much as a 30% greater span potential than the 620 series NuTruss 2.0 system and allows greater penetration into light commercial markets with greater load requirements.

For more information visit www.nuconsteel.com or circle Reader Service No. 175.

Automated Builder 2010 Buyer's Guide

VENTURA, CA—The *Automated Builder* 2010 Buyer's Guide is arranged in two alphabetical sections: first, the generic list of products and services and second, the list of companies that supply the engineered building industry and whose products and services appear in the first section.

To determine who makes a product you are looking for, scan Products & Services for the appropriate category. Then turn to the Companies to find the supplier's complete company name, address, telephone and contact person.

To better serve buyers using this directory, we have included only companies that have returned completed

Buyer's Guide forms prior to the deadline or who have recently advertised in *Automated Builder* thus demonstrating an effort to market products and services to engineered builders.

The Buyer's Guide also will be posted on the *Automated Builder* website (www.automatedbuilder.com) under Industry Directories. While every effort has been made to produce these listings as accurately as possible, *Automated Builder* is not responsible for errors or omissions.

The Buyer's Guide is a free *AB* annual service to the engineered building industry. - *AB*

Products & Services

ACCESSORIES, Decorative & functional

Gossen

ACCOUSTIC SYSTEMS

IntegraSpec

ACQUISITIONS

Bobbitt Group

Jobline

ADHESIVES

Chem Link

Dow Building Solutions

ADHESIVE, Dispensing equipment

Senco

ADVERTISING & PROMOTIONAL ITEMS

Automated Builder

Cardinal

Component Mfg. Advertiser

AIR BAGS

AeroGo

AIR CASTERS

AeroGo

AIR CLEANERS

Health 2U Technologies

Mitsubishi Electric Cooling & Heating Solutions

Tamarack Technologies

AIR CONDITIONING EQUIPMENT

Mitsubishi Electric Cooling and Heating Solutions

Optimum Energy

ALARMS, Carbon monoxide

Kidde Residential & Commercial

APPLIANCES

Broan

Whirlpool Corp.

ASSOCIATIONS

Southern Pine Council

AXLES

Wheels Right

BATH TUBS

Select Shelter Products

BEAM, Laminating machines

Clark

BEAMS, Structural & long-span header

LiteSteel Technologies America

BOILER & ACCESSORIES

Heat Transfer Products

BORING MACHINES

Hendrick

BOTTOM BOARD

Gossen

CABINETS, Bath

MASCO Builder Cabinet Group

Select Shelter Products

Tamarack Technologies

CABINETS, Kitchen

MASCO Builder Cabinet Group

Select Shelter Products

Tamarack Technologies

CABINETS, Storage

Tamarack Technologies

CARGO TRAILERS

Lakeside Trailer

CARPETING

Congoleum

CARPORTS, Metal

Carport Sales Co.

Dura-Bilt Products

CARTS

Clark

CAULKING

Chem Link

CEILING SYSTEMS

USG Corp.

CEMENT BOARD

FireSafe

USG Corp.

CEMENTITIOUS SIDING

FireSafe

CHIMES, BUZZERS, BELLS

NuTone

COATING, Fire retardant

FireSafe

MagWall

COATING, Fire & mold resistant

FireSafe

MagWall

COATING, Roof

FireSafe

Mule-Hide

CODE CONSULTANTS

PFS

Progressive Engineering

COLLATED TOOLS, Electric

Max USA

Senco

COLUMNS & POSTS

iLevel

IntegraSpec

COLUMN & POST MACHINES

Clark

COMPRESSORS

Elkay Products

E T & F

Max USA

Senco

COMPUTER SOFTWARE

Deacom

Dietrich / Ditec

MiTek

Todd Drummond

CONCRETE FORMS

Bilco

IntegraSpec

CONCRETE MIXERS

Worksaver

CONCRETE PANEL SYSTEMS

FireSafe

IntegraSpec

CONSULTANTS, Business

Bobbitt Group

Todd Drummond

Jobline

CONSULTANTS, Component manufacturing

Todd Drummond

Hundegger

CONSULTANTS, Sales, acquisitions, marketing, personnel

Bobbitt Group

The Jobline

Westphal

CONVEYORS, Air

Aerogo

COUNTERTOPS

MASCO Builder Cabinet Group

Select Shelter Products

CRANES

Harrington Hoists

2010 AB Buyer's Guide - Products & Services Continued...

CRANES & HOISTS, Accessories

Harrington Hoists

CUPOLAS

Bucks County Cupolas

DADO MACHINES

Eide

General Construction

Wasserman

DECKING, Composite

MoistureShield

DESIGN, Buildings

Westphal

DESIGN, Homes

Westphal

DISTRIBUTOR/WHOLESALE, Building Materials

ABC Supply Co.

DISTRIBUTOR/WHOLESALE, Electrical & appliances

National Electric Sales

DISTRIBUTOR/WHOLESALE, Fasteners

Max USA

Senco

DISTRIBUTOR/WHOLESALE, Financing

Alliance Mortgage

DISTRIBUTOR/WHOLESALE, Lumber, plywood, OSB

iLevel

Southern Pine Council

DISTRIBUTOR/WHOLESALE, Plumbing

National Electric Sales

Titeflex

Zurn

DISTRIBUTOR/WHOLESALE, Roll formers

Nuconsteel

DISTRIBUTOR/WHOLESALE, Tools & automation machines

Component Manufacturing Advertiser

Eide

Stiles Machinery

Wasserman & Associates

DOLLIES

Clark

DOOR FRAMES

Gossen

DOOR LOCKS, Keyless

Averen

DOOR MACHINES

Eide Machinery Sales

Hendrick

DOORS, Patio

Gorell Windows & Doors

ODL

Simpson Door Co.

DOORS, Sliding

Alco Ventures

AMSCO Windows

Simpson Door Co.

DOORS, Wood

Simpson Door Co.

DRAPES

Interior Accessories

DRILLS

Sure Drive USA

DRYWALL, Gypsum

USG Corp.

DRYWALL TOOLS, Systems

USG Corp.

DUST COLLECTION EQUIPMENT

Hendrick

EARTHQUAKE BRACING, HUD-Code homes

Suresafe

EMPLOYMENT RECRUITERS

Bobbitt Group

The Jobline

ENGINEERED WOOD PRODUCTS

iLevel by Weyerhaeuser

Lamco Forest Products

Southern Pine Council

ENGINEERING SERVICES

MiTek

Precision Structural Engineering

Progressive Engineering

Todd Drummond

EQUIPMENT, Used

Eide

Wasserman

EXPANDED POLYSTYRENE BLOCKS

IntegraSpec

Poly Foam

FANS

Broan

NuTone

Tamarack Technologies

FABRIC, Reflective

RadiantFoil.com

FASCIA

Gossen

FASTENERS

Elkay Products

Max USA

MiTek

Senco

Spotnails

Sure Drive USA

Universal Fastener Outsourcing

FAUCETS, Automatic

Averen

FENCING

Alco Ventures

FLOOR TRUSS MACHINERY

Clark

CMF

Eide

Koskovich

MiTek

FLOORING, Laminate

Select Shelter Products

FLOORING, Resilient

Congoleum Corp.

FLOORING, Wood

Lamco

Select Shelter Products

Southern Pine Council

FIBER CEMENT PRODUCTS

FireSafe

FINANCING

Alliance Mortgage

FIRE RESISTANT MATERIALS

FireSafe

MagWall

FIREPLACES

Alco Ventures

FLEXIBLE TUBING

Titeflex

Zurn

FLOOR DECK FASTENING MACHINE

Senco

FLOOR PANEL EQUIPMENT, Custom

Dietrich

Hundegger

Panels Plus

FLOOR TRUSS MACHINERY

CMF

Eide

Koskovich

FOAM BOARD INSULATION

IntegraSpec

Poly Foam

FOIL, Reflective

RadiantFoil.com

FORKLIFT TRUCKS

Sellick

FOUNDATION BLOCKS

IntegraSpec

Poly Foam

Suresafe

FOUNDATION SYSTEMS

Fast Track Foundation Systems

Suresafe

FRAMING, Hardware

Dietrich

Panels Plus

Stiles

Sure Drive USA

FRAMING TABLES

Eide

intelligentbuildingsystems

MiTek

Panels Plus

Wasserman

GENERATORS

Generac Power Systems

GLASS, Decorative

Bendheim

Builders Accessories

ODL

GLASS, Laminated

Bendheim

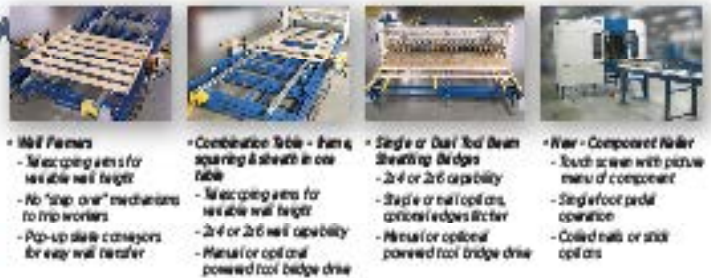
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GREEN HOUSES

IntegraSpec

MagWall

GYP SUM WALLBOARD

USG Corp.

HAND TRUCKS

Clark

Elkay Products

HAND HELD POWER TOOLS

Max USA

Senco

Sure Drive USA

HAND WATER PUMPS

Bison Pumps

HATCHES

Bilco

HARDWARE, Finish

Averen

Select Shelter Products

HEAT PUMPS

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Mitsubishi Electric Cooling and Heating Solutions

HEATING EQUIPMENT

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Tamarack Technologies

HEATERS, Insulated

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Warmboard Radiant Subfloor

I-BEAM MACHINES

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Covertch

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INSULATION, Polyisocyanurate

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INSULATION, Polystyrene

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INSULATION, Radiant foil

Radiant Foil

INSULATION, Spray foam

Dow Building Solutions

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MagWall

Poly Foam

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INTERCOM SYSTEMS

NuTone

JACKS

Alan Tye

Elkay Products

JIG SYSTEMS, Computer-controlled

CMF

Eide

Koskovich

MiTek

JIG SYSTEMS, Laser

Eide

SL-Laser

JIGGING SYSTEMS

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SL-Laser

JOINT COMPOUND

ABC

USG Corp.

JOISTS, Steel

LiteSteel

Nuconsteel

Tri-Chord

JOISTS, Wood I-beams

iLevel

LABELS, Stick-on

Cardinal Industries

LABORATORY TESTING

PFS

Progressive Engineering

LADDERS

Elkay Products

LAMINATED BEAMS

iLevel

Southern Pine Council

LAMINATING SYSTEMS

Clark

Dura-Bilt Products

The Union Tool Corp.

LASER SYSTEMS, Leveling

SL-Laser

LASER PROJECTION JIGGING SYSTEMS

Eide

MiTek

SL-Laser

LIFTING SYSTEMS, HUD-Code, modular

Alan Tye

LIGHTING FIXTURES

ODL

LOAD MOVING EQUIPMENT

AeroGo

Alan Tye

LONG-SPAN HEADER BEAMS

LiteSteel Technologies America

LUMBER

iLevel

Lamco

Southern Pine Council

LUMBER, LVL

iLevel

Lamco

LUMBER, Fire retardant & preservative treated

Arch

LUMBER, Machine stress rated

iLevel

Lamco

Southern Pine Council

LUMBER, Preservative treated

Arch

Southern Pine Council

LUMBER, Saw-feed systems

Hundegger

Koskovich

MiTek

Panels Plus

LUMBER INFORMATION

Arch

Lamco

Southern Pine Council

LUMBER TRAILERS

Lakeside Trailer

MACHINES, Grinders, cut-off machines, shears, nibblers

Dura-Bilt Products

Hendrick

MACHINES, Used

Component Manufacturing Advertiser

Eide

Wasserman

MANIFOLDS, Plumbing

Gastite/Titeflex

Zurn

MARKET RESEARCH

Bobbitt Group

MARKETING & PUBLIC RELATIONS

Automated Builder

Bobbitt Group

Jobline

Redstone Communications

MARKING SYSTEMS

Koskovich

MATERIALS HANDLING

Clark

Panels Plus

Sellick

MERGER CONSULTANTS

Bobbitt Group

METAL WORKING

Dura-Bilt Products

Nuconsteel

MILDEW, MOLD INHIBITORS

Arch

MagWall

MILLWORK

Gossen

MILLWORK MACHINES

General Construction

Hendrick

Hundegger

MIXERS, Concrete, mortar

Worksaver

MODULAR JACKS

Alan Tye

MODULAR TRANSPORTERS

Wheels Right

MOISTURE BARRIERS

Benjamin Obdyke

MOLDING

Gossen

NAILERS, Pneumatic

Advance Staple Co.

BeA Fasteners USA

Elkay Products

E T & F

MAX USA

Senco

Spotnails

Sure Drive USA

Universal Fastener Outsourcing

NAILERS, Self-Reloading

BeA Fasteners USA

NAILS

Advance Staple Co.

BeA Fasteners USA

Senco

Spotnails

Sure Drive USA

Universal Fastener Outsourcing

NAIL-SCREWS

Sure Drive USA

Universal Fastener Outsourcing

ORIENTED STRAND BOARD

iLevel

PALLET EQUIPMENT

General Construction

Stiles

PANELING, Plywood

iLevel

PANELING, Simulated Stone

Lavastone Industries

PANELS, SIP

DuraSIP

Enercept

Premier Building Systems

PANEL SAWS

Hundegger

Panels Plus

PERSONNEL RECRUITERS

Bobbitt Group

Jobline

PEX TUBING

Gastite / Titeflex

Zurn

PIN DRIVERS, Pneumatic

Max USA

Senco

PLANNING & SITE ENGINEERING SERVICES

PFS

Westphal

PLAN REVIEW (DAPIA)

PFS

PLASTIC PIPE

Gastite / Titeflex

Zurn

PLASTIC PIPE, Fittings

Gastite / Titeflex

Zurn

PLASTER

USG Corp.

PLATES, Truss

Automatic Stamping

PLUMBING FITTINGS

Zurn

PLUMBING FIXTURES

Averen

Gastite / Titeflex

PLYWOOD

iLevel

PNEUMATIC TOOLS, Equipment

Max USA

Senco

POLYSTYRENE, Blocks, panels

IntegraSpec

Poly Foam

POWER TOOLS, Hand

Max USA

Senco

Sure Drive USA

PRESERVATIVES, Pressure treated

Arch

PRESERVATIVES, Wood

Arch

Southern Pine Council

PROTECTIVE COVERS

Carport Sales Co.

RadiantFoil.com

PUBLICATIONS, Trade & Books*Automated Builder*

- Dictionary/Encyclopedia of Industrialized Housing, 235 pages
- How and Why to Buy a Factory-Built Home, 100 pages
- How to Start an Inner City Housing Plant, 100 pages
- Shelter All Victims of Emergencies and Disasters, 56 pages

RADIANT FOIL

RadiantFoil.com

RADIANT HEATING SYSTEMS

Warmboard Radiant Subfloor

RAILINGS

Alco Ventures

Dura-Bilt Products

Gossen

RAINSCREEN SYSTEMS

Benjamin Obdyke

RECRUITERS

Bobbitt Group

Jobline

REFLECTIVE FOIL

RadiantFoil.com

REPAIR & REFURBISHING,**Component Machinery**

General Construction

REPLACEMENT TRUSS TABLE TOPS

MiTek

RETAINING WALLS

IntegraSpec

RIDGE VENTS

Benjamin Obdyke

ROLL FORMING MACHINES

Nuconsteel

ROOF COATINGS

FireSafe

Mule-Hide Products

ROOF RIDGE VENTS

Benjamin Obdyke

ROOF TRUSS MACHINERY

CMF

Eide

Koskovich

MiTek

ROOF TRUSS TRAILERS

Eide

Lakeside Trailer

Wheels Right

ROOFING, Asphalt

Mule-Hide Products

ROOFING, Cedar shingles

EcoStar

ROOFING, Membrane

Mule-Hide Products

ROOFING, Tile, slate, cementitious

EcoStar

FireSafe

ROOFING ACCESSORIES

RadiantFoil.com

ROUTERS, BITS

Hendrick

Sure Drive USA

SAW BLADES

Eide

Hendrick

Koskovich

MiTek

SAWS, Automatic stop

New Bedford Tool & Gauge Co.

SAWS, Bulk

Pacific Trail Manufacturing

SAWS, Chop

Hendrick

SAWS, Circular

Hendrick

SAWS, Component

Eide

Hendrick

Continued...

2010 AB Buyer's Guide - Products & Services Continued...

Koskovich
MiTek
New Bedford Tool & Gauge Co.
Wasserman
SAWS, Computer programmed
Eide
Hendrick
Hundegger
Koskovich
MiTek
SAWS, Optimizing
Koskovich
SAWS, Panel
Eide
Hendrick
Hundegger
Panels Plus
SAWS, Pallet Deck Board Trimmer
General Construction
SAWS, Radial arm
Eide Machinery Sales
General Construction
MiTek
SAWS, Trim
Hendrick
Pacific Trail Manufacturing
SCALE MODELS
Westphal
SCREENING
Alco Ventures
SCREENING, Retractable & Motorized
Alco Ventures
SCREWS
Max USA
Senco
Universal Fastener Outsourcing
SCREW DRIVING SYSTEMS, Auto-feed
Senco
SEALANTS
Chem Link
Dow Building Solutions
SHEATHING, Foam board
Dow Building Solutions
MagWall
Poly Foam
SHEATHING, Gypsum board
FireSafe
USG Corp.
SHEATHING, Machines
BeA Fasteners USA
SHEATHING, OSB
iLevel by Weyerhaeuser
SHEATHING, Plywood
iLevel
SHEATHING, Polystyrene
Poly Foam
SHEATHING, Polyisocyanurate
Dow Building Solutions
SHEATHING STAPLING MACHINES
Panels Plus
Senco

SHOWER HEAD SYSTEMS
Health 2U Technologies
SHOWERS, Acrylic
Select Shelter Products
SHOWERS, Fiberglass
Select Shelter Products
SIDING, Brick
Novabrick International
SIDING, Cementitious
FireSafe
SIDING, Simulated stone
Lavastone Industries
SIDING, Wood
Lamco
Southern Pine Council
SIGNS
Cardinal
SITE PLANNING
Westphal
SKIRTING
Glacier Products
SKIRTING, Stone
Lavastone Industries
SKIRTING ACCESSORIES
Glacier Products
SKYLIGHTS
ODL
SMOKE DETECTORS
Kidde Residential & Commercial
SOFTWARE, Accounting
Deacom
Todd Drummond
SOFTWARE, Business, manufacturing
Deacom
Dietrich
Todd Drummond
SOFTWARE, Engineering, home design
Dietrich
Digital Canal Corp.
iLevel by Weyerhaeuser
MiTek
Optimum Energy
USG Corp.
SOFTWARE, Labor tracking
Todd Drummond
SOLAR ENERGY SYSTEMS
ReadySolar
SOLAR HEATING SYSTEMS
Heat Transfer Products
RadiantFoil.com
STACKERS, Components
Clark
Eide
STACKERS, Component lumber
Clark
Eide
STAIR MACHINES
Eide
EZ Stairs
MiTek

STAIR PARTS
EZ Stairs
STAPLERS, Pneumatic
Advance Staple Co.
BeA Fasteners USA
Max USA
Senco
Spotnails
STAPLERS, Self-Reloading
BeA Fasteners USA
STEEL FRAMING SYSTEMS
MiTek
Nuconsteel
Tri-Chord Systems
STEEL STUDS, Thermally efficient
TMCP
Tri-Chord
STEEL TRUSS WEBS
MiTek
Nuconsteel
Tri-Chord Systems
STRUCTURAL BEAMS
LiteSteel
STRUCTURAL INSULATED PANELS
DuraSIP
Enercept
MagWall
Premier Building Systems
STUCCO SYSTEMS
FireSafe
SUB-COMPONENT MACHINES
Eide Machinery Sales
General Construction
MiTek
Panels Plus
SUNROOMS, Prefab
Dura-Bilt Products
TAPES
Elkay Products
TARPAULINS
Elkay Products
TESTING, Truss designers
Jobline
PFS
THIRD PARTY INSPECTION
PFS
Progressive Engineering
TRAILERS, Components
Lakeside
Wheels Right
TRAILERS, Enclosed cargo
Lakeside
TRAILERS, Truss & panel
Lakeside
TRAILERS, Lumber
Lakeside
TRANSPORTERS, Mobile & modular
Wheels Right
TRUSS, Floor equipment
CMF
Eide
MiTek

TRUSS, Roof equipment

CMF

Eide

Hundegger

MiTek

TRUSS EQUIPMENT,

Computerized

BeA Fasteners USA

CMF

Eide

Koskovich

MiTek

TRUSS MACHINERY & EQUIPMENT

CMF

Koskovich

TRUSS PLATES

Automatic Stamping

MiTek

TRUSS SPACERS

MiTek

TRUSS STACKERS

Clark

Eide

MiTek

TRUSS TABLE TOPS

CMF

Eide

MiTek

TRUSS TABLES

Clark

CMF

Eide

MiTek

TRUSS TRAILERS

Eide

Lakeside

Wheels Right

UNDERLAYMENT

Benjamin Obdyke

Gossen

USG Corp.

USED MACHINERY

CMF

Component Manufacturing Advertiser

Eide

MiTek

Wasserman

VACUUM CLEANERS, Built-in

NuTone

VAPOR BARRIERS

Coverttech

RadiantFoil.com

VENTILATORS, Systems

Broan

Mitsubishi Electric

Tamarack Technologies

WALL PANEL EQUIPMENT,

Custom

Panels Plus

WALL PANEL MACHINES

BeA Fasteners USA

Eide Machinery Sales

General Construction

Hendrick

MiTek

Panels Plus

Wasserman

WALL PANELS, Specialty

Bendheim

Dura-Bilt Products

WALL PANEL SOFTWARE CAD/ CAM

Deacom

Dietrich

Hendrick

MiTek

Panels Plus

WARRANTY, Insurance

Residential Warranty

WATER HEATERS

Heat Transfer Products

WATER PUMPS, Hand

Bison

WATER TREATMENT

PureOFlow

WHIRLPOOL BATHS

Select Shelter Products

WIND BRACING, Steel

LiteSteel

Nuconsteel

WINDOW CANOPIES

Dura-Bilt Products

WINDOWS, Aluminum

Builders Accessories

WINDOWS, Composite

AMSCO Windows

WINDOWS, Insulating

AMSCO Windows

Gorell Windows & Doors

WINDOWS, Vinyl (PVC)

AMSCO Windows

Builders Accessories

Gorell Windows & Doors

Gossen

WINDOWS, WIND RESISTANT BRACING

ODL

WOOD FOUNDATION, Lumber, plywood

iLevel

Southern Pine Council

WOOD I-BEAMS

iLevel

WOOD I-BEAM MACHINES

Clark

WOOD PRESERVATIVES

Arch

Southern Pine Council

WRAPS, Home

RadiantFoil.com

Companies

ABC Supply Co., Inc.

www.abcsupply.com. One ABC Pkwy.,
Beloit, WI 53511. PH: 608.362.7777.

Walt Griffin, modular program manager

ACT Inc. (D'MAND CIRC Systems)

www.gothotwater.com. 3176 Pullman
St., #119, Costa Mesa, CA 92626. PH:
714.668.1200 FX: 714.668.1928. larry@
gothotwater.com.

Larry Acker, CEO

Advance Staple Company

4720 W. Jefferson Blvd., Los Ange-
les, CA 90016. PH: 323.733.9148 FX:
323.733.6156.

Irwin Davidson, owner

AeroGo, Inc.

www.aerogo.com. 1170 Andover Park West,
Seattle, WA 98188. PH: 206.575.3344 FX:
206.575.8505. kiliz.b@aerogo.com.

Barb Kiliz, marketing communications

Alan Tye & Associates

www.alantylifts.com. 9104 Horner Ct.,
Fairfax, VA 22031. PH: 703.560.7011 FX:
703.560.7012.

Alan Tye, president

Alco Ventures

www.alcoventures.com. 9747 - 199A St.,
Langley, BC V1M 2X7. PH: 800.667.2526
FX: 877.888.1718. marketing@alcoven-
tures.com.

Niki Taylor, marketing administrator

Alliance Mortgage & Marketing

www.ammloans.com. 7919 Pebble Beach
Dr., #210, Citrus Heights, CA 95610. PH:
916.473.1317 FX: 916.293.3677. sue-
frost@ammloans.com.

Sue Frost, president

AMSCO Windows

www.amscowindows.com. 1880 South
1045 West, Salt Lake City, UT 84104. PH:
801.972.6441 FX: 801.974.0498. market-
ing@amscowindows.com.

Kyle Hendren, director of marketing

Automated Builder Magazine

www.automatedbuilder.com. 1445 Don-
lon St., Ste. 16, Ventura, CA 93003. PH:
805.642.9735 FX: 800.799.8947. info@
automatedbuilder.com.

Don O. Carlson, editor & publisher

Averen, Inc.

www.avereninc.com. 9440 Telestar Ave. #5,
El Monte, CA 91731. PH: 626.336.2870
FX: 626.478.2174. jim@avereninc.com.
Jim Feng, president

BeA Fasteners

www.bea-group.com. 2100 - 120 Fair-
fax Rd., Greensboro, NC 27407. PH:
336.510.4232 FX: 336.510.4233. patrick.
mooney@us.bea-group.com.

Patrick Mooney

Bendheim

www.bendheim.com. 61 Willett St., Pas-
saic, NJ 07055. PH: 800.221.7379 FX:
973.471.1640. info@bendheim.com.

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Benjamin Obdyke

www.benjaminobdyke.com. 400 Babylon Rd., Ste. A, Horsham, PA 19044. PH: 800.346.7655. info@benjaminobdyke.com.

Bilco Co.

www.bilco.com. P.O. Box 1203, New Haven, CT 06505. PH: 800.854.9724 FX: 203.933.8478. bilco@bilco.com.

Pamela Grevlich, customer service manager

Bison Pumps

www.bisonpumps.com. 98 Bangor St., Haulton, ME 04730. PH: 207.530.2600 FX: 207.521.0242. judylawson@bisonpumps.com.

Judy Lawson

Broan

www.broan.com. 426 W. State St., Hartford, WI 53027. PH: 262.673.4340 FX: 262.673.8680. tlucht@broan.com.

Tracy Lucht, marketing communications specialist

Bucks County Cupolas (GBC Millwork)

www.gbcmillwork.com. 8151 Easton Rd., Ottsville, PA 18942. PH: 610.847.8100 FX: 610.847.4700. george-gbc@epix.net.

George Reid, president

Builders Accessories

www.acrylicblock.com. 550 W. Southern Ave., Ste 101, Tempe, AZ 85282. PH: 602.453.9922 FX: 602.431.8032. efelsch@acrylicblock.com.

Erick Felsch, sales & marketing

Cardinal Industries, Inc.

www.cardinalembles.com. 19517 Riverside Dr., Grundy, VA 24614. PH: 276.935.4546 FX: 276.935.4970. info@cardinal-industries.com.

Debby Damron, advertising manager

Carport Sales Company

5101 Adelina Way, Carmichael, CA 95608. PH: 800.487.1131 FX: 916.488.1143. carportsalesco@sbcglobal.net.

Jerry Schoen, owner

Chem Link

www.chemlinkinc.com. 353 E. Lyons, Schoolcraft, MI 49087. PH: 269.679.4440 FX: 269.679.4448. gnelson@chemlinkinc.com.

Gail Nelson, sales & market support

CMF Commercial Machinery Fabricators

www.cmfstealth.com. 16775 Industrial Pkwy., Lansing, MI 48906. PH: 800.662.2857 FX: 517.327.3451.

Ed Joseph, president

Component Manufacturing Advertiser

www.componentadvertiser.com. P.O. Box 1339, Sealey Lake, MT 59868. PH: 866.989.3946 FX: 800.524.4982. tmcanally@componentadvertiser.com.

Thomas McAnally, publisher

Congoleum Corp.

3500 Quakerbridge Rd., Mercerville, NJ 08619. PH: 609.584.3676 FX: 609.504.3518. jweisgerber@congoeum.com

James C. Weisgerber, director of manufactured housing products

Coverttech

www.rfoil.com. 279 Humberline Dr., Etobicoke, ON M9W 5T6. PH: 416.798.1340 FX: 416.798.1342. johnstarr@coverttechrfoil.com.

John Starr, vice president

Deacom, Inc.

www.deacom.net. 950 W. Kelley Rd., Ste. 3000, Wayne, PA 19087. PH: 610.971.2278 FX: 610.971.2279. info@deacom.net.

Jay Deakins, president

Dietrich AG / Ditek

www.dietrichs.com/english. 51213 Woollyville Line RR#1, Alymer, ON N5H 2R1 Canada. PH: 519.765.2468. wdancey@dietrichs.com.

Wil Dancey

Digital Canal Corp.

www.digitalcanal.com. 2728 Asbury Rd., Dubuque, IA 52001. PH: 563.690.2000 FX: 563.690.2003. info@digitalcanal.com.

Ed Graham, president

Dow Building Solutions

www.insulateyourhome.com. 200 Larkin Ctr, 1605 Joseph Dr., Midland, MI 48674. PH: 519.541.0336 FX: 866.635.0705. jmckinnon@dow.com.

Jan McKinnon, senior communications manager

Dura-Bilt Products, Inc.

www.durabilt.com. P.O. Box 188, Wellsburg, NY 14894. PH: 570.596.2000 FX: 570.596.3296. jchalk@durabilt.com.

Jeff Chalk, executive vice president & COO

DuraSip, LLC

www.durasip.com. 224 Industrial Cir., Union, MS 39365. PH: 601.774.9900 FX: 601.774.9901.

Max Ware

Ecostar

www.ecostarcarlisle.com. 1275 Ritner Hwy, Carlisle, PA 17013. PH: 717.960.4411 FX: 888.841.9666. rachel.stout@carlislecom.com.

Rachel Stout, marketing coordinator

Eide Machinery Sales, Inc.

www.eidemachinery.com. P.O. Box 11397 / 3219 N. 2nd St., Minneapolis, MN 55411. PH: 612.521.9193 FX: 612.521.9307.

mitch@eidemachinery.com.

G. Mitchell Eide, president

Elkay Products

www.elkayprod.com. 35 Brown Ave., Springfield, NJ 07081. PH: 800.631.7351 FX: 973.912.0418. elkayprod@aol.com.

Steve Piller, president

Enercept, Inc.

www.enercept.com. 3100 9th Ave. SE, Watertown, SD 57201. PH: 800.658.3303 FX: 605.882.2753.

Roberta Bartel

E T & F Fastening Systems, Inc.

www.etf-fastening.com. 29019 Solon Rd., Solon, OH 44139. PH: 440.248.8655 FX: 440.248.0423. jtillman@etf-fastening.com.

John C. Tillman, president

EZ Stairs, Inc.

www.ez-stairs.com. 27068 La Paz Rd. #263, Aliso Viejo, CA 92656. PH: 866.693.9570 FX: 949.643.9701. gwalker@ez-stairs.com.

Gordon Walker, president

Fast Track Foundation Systems

www.anchorpanel.com. 31100 Boice, Fort Bragg, CA 95437. PH: 707.961.1891. mbutler@mca.org.

Michael Butler, CEO

FireSafe Construction International, Kansas, LLC

8120 Lee Blvd., Leawood, KS 66206. PH: 913.642.6779.

Patricia Billings

Gastite System by Titeflex Corp.

www.gastite.com. 603 Hendee St., Springfield, MA 01104. PH: 800.662.0208.

Carmin Lattell, VP sales

General Construction Automation

P.O. Box 8106, Fort Worth, TX 76124. PH: 800.487.5382.

Fred Disney

Generac Power Systems

Hwy. 59 and Hillside Dr., P.O. Box 8, Waukesha, WI 53187. PH: 888.436.3722 FX: 262.968.1790. cfeng@generac.com.

Clement Feng, executive vice president & chief marketing officer

Glacier Products Corp.

www.glacierproducts.net. P.O. Box 130486, St. Paul, MN 55113. PH: 651.786.9700 FX: 651.786.9739. info@glacierproducts.net.

M.G. Cleveland, president

Gorell Windows & Doors

www.gorell.com. 1380 Wayne Ave., Indiana, PA 15701. PH: 724.465.1800 FX: 724.465.1894. mthomas@gorell.com.

Melanie Thomas, PR associate

Gossen Corp.

www.gossencorp.com. 2030 W. Bender Rd., Milwaukee, WI 53069.
PH: 419.228.9800 FX: 419.228.9077. rsimon@gossencorp.com.
Bob Simon, executive vice president

Harrington Hoists, Inc.

www.harringtonhoists.com. 401 West End Ave., Manheim, PA 17545. PH: 800.233.3010 FX: 717.665.2861. hessdc@harrington-hoists.com.

Dawn Hess, marketing coordinator

Health 2U Technologies

www.activetek.net. 532 West Hickam Dr., Columbia, MO 65203.
PH: 573.256.2521 FX: 573.441.9615. jimmsue8@hotmail.com.
Jim Everett, owner

Heat Transfer Products

www.htproducts.com. 120 Braley Rd., East Freetown, MA 02717.
PH: 508.763.8071 FX: 508.763.3769. sales@htproducts.com.
Alicia Lusignan, marketing coordinator

Hendrick

www.hendrickmanufacturing.com. 32-34 Commercial St., Salem, MA 01970. PH: 978.741.5600. wwigggin@hendrickmanu-facturing.com.

Whitney Wiggin, director of marketing & business development

Hundegger USA, LC

www.hundeggerusa.com. P.O. Box 969, Charleston, UT 84032. PH: 435.654.3028 FX: 435.654.3047.

Kip Apostol

iLevel by Weyerhaeuser

www.ilevel.com. 33663 Weyerhaeuser Way S., Federal Way, WA 98003. PH: 888.463.8358. ilevel@weyerhaeuser.com.

Insulation Solutions, Inc.

www.insulationsolutions.com. 401 Truck Haven Rd., East Peoria, IL 61611. PH: 866.698.6562 FX: 309.698.0065.

Ryan McCoy

IntegraSpec

www.integraspec.com. 11U - 735 Arlington Park Pl., Kingston, ON K7M 8M8. PH: 613.634.1319 FX: 613.634.2291. shelly@integraspec.com.

Shelly Faye, admin

intelligentbuildingsystems, div. of ITW Building Components Group

www.intelbuildsys.com. 2820 N. Great Southwest Pkwy., Grand Prairie, TX 75050. PH: 817.946.1642.

Ken Kirsch

Interior Accessories

1520 Adams St., Elkhart, IN 46514. PH: 574.264.6942 FX: 574.264.7386.

Bill Clindaniel, president

The Jobline, Inc.

www.thejobline.com. P.O. Box 1339, Sealey Lake, MT 59868. PH: 800.289.5627 FX: 800.524.4982. thom@thejobline.com.

Thomas McAnally, president

Karr's Building Supply

www.urollform.com. 4939 Milwee, Unit D, Houston, TX 77092. PH: 713.263.1522 FX: 713.263.1523.

Ron Karr, president

Kidde Residential & Commercial

www.kiddeus.com. 1016 Corporate Park Dr., Mcbane, NC 27302. PH: 800.654.7665 FX: 847.742.3593. karen.fetzer@kiddeus.com.

Karen Fetzer, sales representative

Koskovich Co., div. of MiTek

www.omnisaw.com. 3111 19th St. NW, Rochester, MN 55901. PH: 507.286.9209 FX: 507.285.1730.

Jim McKeon

Lakeside Trailer Manufacturing, Inc.

www.rollerbed.com. 15870 Hwy 17, Crocker, MO 65452. PH: 573.736.2566 FX: 573.736.5515. lee@rollerbed.com.

Lee J. Kinsman, owner

Lamco Forest Products

www.lamcoforest.com. 760 Chemin de la Moraine, St. Felicien, QC G8K 0A1. PH: 508.534.5570 FX: 508.534.5570. mcauchon@pflamco.com.

Melanie Cauchon, U.S. sales manager

Lavastone Industries

www.lavastoneindustries.net. 4115 W. Main, Tupelo, MS 38801. PH: 662.844.5178 FX: 662.844.5211. lavastone@comcast.com.
Steve Hester, president

LiteSteel Technologies America LLC

www.litesteelbeam.com. 100 Smorgon Way, Troutville, VA 24175. PH: 877.285.2607 FX: 540.992.5998. sales@litesteelbeam.com.
Keith Foxx, vice president sales

MagWall, LLC

6152 Mia Vista Dr., Reno, NV 89502. PH: 775.338.2252. mag-boardcorp@aol.com.

Tim Faust

MASCO Builder Cabinet Group

www.merillat.com. 304 Princeton Lane, Bel Air, MD 21014. PH: 410.838.2188 FX: 410.838.7710. tom.grothe@mascobcg.com.
Tom Grothe, strategic account manager

MAX USA Corp.

www.maxusacorp.com. 257 E. 2nd St., Mineola, NY 11501. PH: 516.741.3151 FX: 516.741.3272. maxcorp@maxusacorp.com.
John Dominice, vice president sales

MiTek Industries, Inc.

www.mii.com. 19515 N. Outer 40 Dr., Chesterfield, MO 63017. PH: 314.851.7445. mklein@mii.com.

Michael Klein, marketing media coordinator

Mitsubishi Electric Cooling and Heating Solutions

www.mehvac.com. 3400 Lawrenceville Suwanee Rd., Suwanee, GA 30024. PH: 678.376.2900 FX: 678.376.2890. brenaud@hvac.me.com.

Barbara Renaud, marketing communications manager

Mod-U-Log

P.O. Box 20276, Portland, OR 97220. PH: 800.537.8606.

Ron Berge

MoistureShield

www.moistureshield.com. 914 N. Jefferson, Springdale, AR 72764. PH: 866.724.2378. customerservice@moistureshield.com.

Gina Hardin, sales & marketing coordinator

Mule-Hide Products Co., Inc.

www.mule-hide.com. 1195 Prince Hall Dr., Beloit, WI 53511. PH: 608.365.3111 FX: 608.365.7852. mulehide@mulehide.com.

Walt Griffin, marketing coordinator

National Electric Sales LLC

www.nationalelectricsales.com. 17 Stephen Dr., Wading River, NY 11792. PH: 631.929.3703. doncirillo@natelecsales.com.

Donald Cirillo, president

New Bedford Tool & Gauge Co.

www.sawgear.com. 19325 SW Teton Ave., Tualatin, OR 97062. PH: 503.914.4400 FX: 503.914.4401. ej@newbedfordtool.com.

Elaine Mercer, marketing

Novabrik International, Inc.

www.novabrik.com. 220 East Delaware Ave., Newark, DE 19711. PH: 866.678.2745. sgauthier@novabrik.com.

Simon Gauthier, president

Nuconsteel Co.

www.nuconsteel.com. P.O. Box 490, Denton, TX 76201. PH: 940.891.3050 FX: 940.891.3090.

Lindsey Rattan

NuTone

www.nutone.com. 926 W. State St., Hartford, WI. 53027. PH: 262.673.4340 FX: 262.673.8680. tlucht@broan.com.

Tracy Lucht, marketing communications specialist

ODL, Inc.

215 East Roosevelt Ave., Zeeland, MI 49464. PH: 800.769.0759 FX: 616.772.9111. angelo.marasco@odl.com.

Angelo Marasco, corporate director of product development

Continued...

2010 AB Buyer's Guide - Companies Continued...

Optimum Energy, LLC

www.optimumenergyhvac.com. 5900 47th Ave. S., Ste. 200, Seattle, WA 98108. PH: 888.221.0918 FX: 888.221.0568. info@optimumenergyhvac.com.
Shawna Yee, PR/marketing

Pacific Trail Manufacturing, Inc.

www.ptmi.net. 6532 SE Crosswhite Way, Portland, OR 97206. PH: 888.910.7297 FX: 503.233.0767. tlangton@ptmi.net.
Thomas Langton, president

Panels Plus

www.panplus.com. 2611 YH Hanson Ave., Albert Lea, MN 56007. PH: 507.377.5341 FX: 507.369.0524. tkaasa@panplus.com.
Tim Kaasa, national sales manager

PFS Corp.

www.pfscorporation.com. 1507 Matt Pass, Cottage Grove, WI 53257. PH: 608.839.1013.
Mike Slifka

Precision Structural Engineering, Inc.

www.structure1.com. 250 Main St., Klamath Falls, OR 97601. PH: 541.850.6300 FX: 541.850.6233. phyllis@structure1.com.
Phyllis Faries, marketing director

Premier Building Systems

www.pbssips.com. 4609 70th Ave. E., Fife, WA 98424. PH: 800.275.7086 FX: 253.926.3992. info@pbssips.com.

Progressive Engineering, Inc.

58640 State Rd. 15, Goshen, IN 46528. PH: 574.533.0337 FX: 574.533.9736. peiinfo@p-e-i.com.
Ever F. Johns, president

Poly Foam, Inc.

www.polyfoaminc.com. 116 Pine St. S., Lester Prairie, MN 55354. PH: 320.395.2551 FX: 320.395.2702. polyfoaminc@earthlink.net.
David Karels, vice president

PureOFlow by Pure Revolution

www.pureoflow.com. 9500 Hillwood Dr., Ste. 200B, Las Vegas, NV 89134. PH: 702.834.6570 FX: 702.834.6579. dsantiago@pureoflow.com.

Dennis Santiago, marketing coordinator

RadiantFoil.com, LLC

www.radiantfoil.com. P.O. Box 4629, Ketchum, ID 83340. PH: 888.520.3645. art@radiantfoil.com.
Art Carlson, engineer

ReadySolar

www.readysolar.com. 2929 Campus Dr., Ste. 110, San Mateo, CA 94403. PH: 650.299.9854 FX: 650.299.9853. info@readysolar.com.

Brandon Deno, vice president channel sales & marketing

Redstone Communications LLC

www.redstonecomm.com. P.O. Box 422, Farmington, CT 06034. PH: 860.677.0560 FX: 860.677.0077. scott@redstonecomm.com.
Scott Rouleau, owner

Residential Warranty Corp.

www.rwewarranty.com. 5300 Derry St., Harrisburg, PA 17111. PH: 800.247.1812 FX: 717.561.4494.
Lisa Weaver

Select Shelter Products

664 Crestgate Pl., Millersville, PA 17551. PH: 717.872.6231. selectsp@comcast.net.

Frans Van Hekken, owner

Sellick Equipment, Ltd.

www.sellickequipment.com. P.O. Box 312547, Detroit, MI 48231. PH: 519.738.2255 FX: 519.738.3477.
David Sellick

Senco Brands, Inc.

www.senco.com. 4270 Ivy Pointe, Cincinnati, OH 45245. PH: 513.388.3411.

Terry Dullaghan, sales

Simple Building Solutions

P.O. Box 1399, Wildomar, CA 92595. PH: 951.541.9894.
Tony Ruiz

Simpson Door Company

www.simpsondoor.com. 400 Simpson Ave., McCleary, WA 98557. PH: 800.746.7766. simpsoncustomerservice@brandner.com.

Brad Loveless, marketing & product development

SL-Laser Systems, LP

www.sl-laser.com. 8107-G Arrowridge Rd., Charlotte, NC 28273. PH: 704.561.9990 FX: 704.561.9994.

Jason Galek

Southern Pine Council

www.southernpine.com. 2900 Indiana Ave., Kenner, LA 70065. PH: 504.443.4464 FX: 504.443.6612. rwallace@sipa.org.

Richard Wallace, vice president communications

Spotnails

www.spotnails.com. 1100 Hicks Rd., Rolling Meadows, IL 60008. PH: 847.259.1620 FX: 847.259.9236. wwaterman@spotnails.com.
Win Waterman, vice president marketing & sales

Stiles Machinery Inc.

www.stilesmachinery.com. 3965 44th St. SE, Grand Rapids, MI 49512. PH: 616.698.7500 FX: 616.698.7521. adombek@stilesmachinery.com.

Amanda Dombek, marketing supervisor

Sure Drive USA

www.suredrive.com. 630 Reeve Dr., Conover, NC 28613. PH: 800.951.2222 FX: 828.466.0070. sales@suredrive.com.
Phil Lail, vice president sales

Tamarack Technologies

www.tamtech.com. 320 Main St., Buzzards Bay, MA 02532. PH: 508.759.4660 FX: 508.759.6001. dlapollo@tamtech.com.
David Lapollo, sales

Tamlyn & Sons Building Materials

www.tamlyn.com. 13623 Pike Rd., Stafford, TX 77477. PH: 800.334.1676 FX: 281.499.8948.

Connie Kim

ThermaSteel Corp.

www.thermasteelcorp.com. 609 W. Rock Rd., Radford, VA 24141. PH: 540.633.5000 FX: 540.633.5001.

Lea Wall, marketing

Timberlake Cabinetry, div. of American Woodmark

www.timberlake.com. 3102 Shawnee Dr., Winchester, VA 22601. PH: 540.665.9100 FX: 540.662.9322. lboynton@timberlake.com.
Laura Jo Boynton, marketing brand manager

TMCP Building Systems, Inc.

www.tmc.ca. 1393 Grahams Ln., Burlington, ON L7S 1W4 Canada. PH: 905.631.0035 FX: 905.631.9299.

Ernie Bodnar

Todd Drummond Consulting

www.todd-drummond.com. 41 Coventry Dr., Sunapee, NH 03782. PH: 603.763.8857 FX: 815.364.2923. todd@todd-drummond.com.
Todd Drummond, president

Tri-Chord Steel Systems, Inc.

www.tri-chordsteel.com. 3639 E. Superior Ave., Phoenix, AZ 85040. PH: 602.426.8700 FX: 602.426.8200. kimbo@tri-chordsteel.com.

Kimbo Godwin, president

The Union Tool Corp.

www.uniontoolcorp.com. 1144 N. Detroit St., Warsaw, IN 46580. PH: 574.267.3211 FX: 574.267.5703. webinfo@union-toolcorp.com.

Amber Hartman, public relations

Universal Fastener Outsourcing LLC

www.911-nails.com. 14652 Director Rd., West Fork, AR 72774. PH: 800.352.0028 FX: 800.377.1109. jboyd@911-nails.com.
Jim Boyd, member

USG Corp.

www.usg.com. 550 West Adams St., Chicago, IL 60601. PH: 800.950.3839 FX: 312.436.4093. usg4you@usg.com.

Vista Machines, Inc.

www.vistamachines.com. 19 Monarch St., Littlestown, PA 17340. PH: 717.359.9212 FX: 717.359.4222.

Paul Dennis

Continued...

Warmboard Radiant Subfloor

www.warmboard.com. 8035 Soquel Dr., Ste. 41-A, Aptos, CA 95018.
PH: 831.685.9276 FX: 831.685.9278. marla@warmboard.com.
Marla Florez, marketing manager

Wasserman & Associates, Inc.

www.wasserman-associates.com. 1553 South 2nd St., Lincoln, NE
68502. PH: 800.382.0329 FX: 402.438.2524. sales@wasserman-
associates.com.

Rod Wasserman, general manager

Donald C. Westphal, Associates

www.dwestphal.com. 71 North Livernois, Ste. A, Rochester Hills, MI
48307. PH: 248.651.5518 FX: 248.651.0450. don@dwestphal.com.
Donald Westphal, owner

Wheels Right

P.O. Box 709, Hales Corners, WI 53130. PH: 414.529.2428 FX:
414.529.2428.

Norm Reynolds, owner

Whirlpool Corp.

www.insideadvantage.com. Whirlpool Corp. 2000 N. M-63, Benton
Harbor, MI, 49022. PH: 800.952.2537 FX: 209.923.7259.

Herb Davis, contract sales

Worksaver

www.worksaver.com. P.O. Box 100, Litchfield, IL 62056. PH:
217.324.5973 FX: 217.234.3356. sales@worksaver.com.

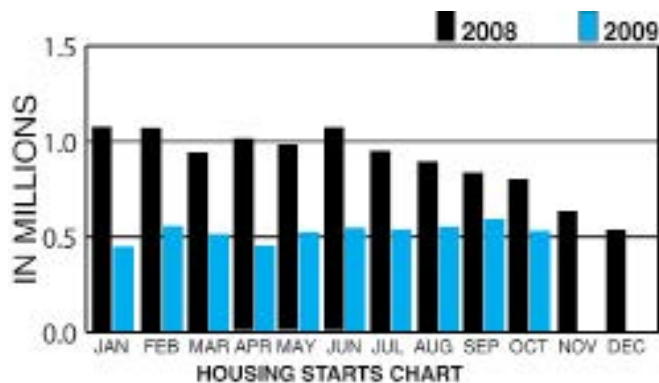
Amber Hartman, public relations

Zurn Plumbing Products Group

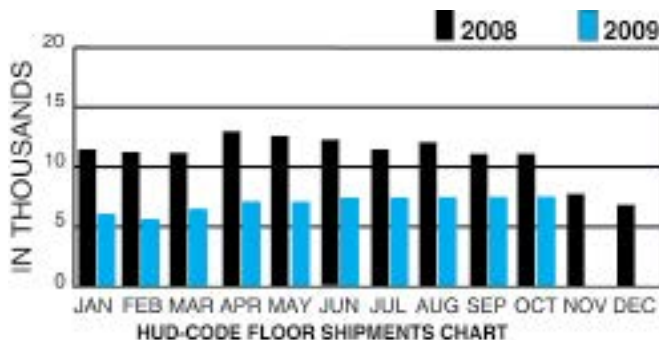
www.zurn.com. P.O. Box 1031, Commerce, TX 75429. PH:
903.886.9368 FX: 903.886.2583.

Barbara Cass, marketing

In Plant Newslines

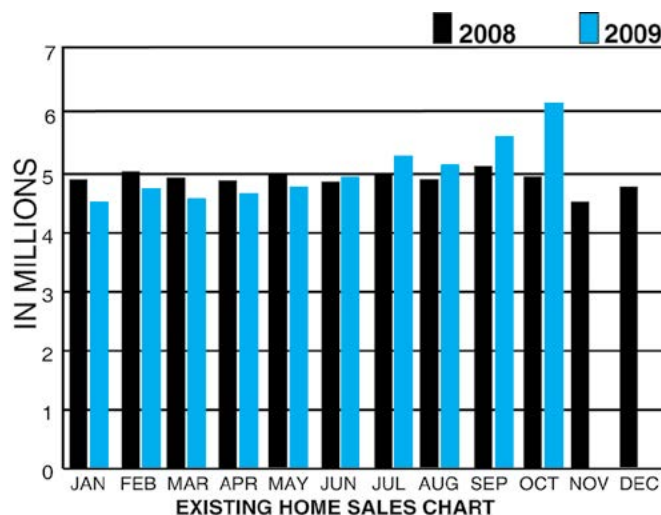
**Housing Starts Down in October**

WASHINGTON, DC—Total housing starts fell 10.6% in October to a seasonally adjusted annual rate of 529,000 units according to the U.S. Department of Commerce. Single-family starts slowed 6.8% to a pace of 476,000 units. Multi-family construction starts fell 34.6% to a pace of 53,000 units. Single-family permits rose slightly in October to 451,000 units and total building permits, which are used as a means to approximate future starts, fell 4% to 552,000 units. New housing starts fell 18.8% in the Northeast, 10.6% in the Midwest, 9.6% in the South and 8.5% in the West.

**HUD-Code Floor Shipments Up Slightly in October**

HERNDON, VA—HUD-Code home floor shipments in October totaled 7,424 according to the Institute for Building Technology & Safety (IBTS). This represented a 0.3% increase from September when shipments totaled 7,405. Texas

led all other states in floors shipped for the month with 953, followed by Louisiana with 620, Florida with 398, Kentucky with 345 and North Carolina with 344.

**Existing Home Sales Up 10.1% in October**

WASHINGTON, DC—Total existing home sales rose 10.1% in October to a seasonally adjusted annual rate of 6.1 million units from a downwardly revised level of 5.54 million units in September, according to the National Association of Realtors. This is 23.5% higher than October 2008's pace of 4.94 million units. The national median existing home price was \$173,100, down 7.1% from October 2008. In regional sales the Northeast increased 11.6% to an annual pace of 1.06 million units, 27.7% above October 2008's pace. The Northeast median home price was \$235,400 or 2.6% lower than a year ago. Midwest existing home sales rose 14.4% to 1.43 million units and are 28.8% above October 2008. Up 1.1% from a year ago the Midwest median home price rose to \$146,600. In the South existing home sales rose 12.7% to 2.3 million units and are 25.7% higher than last October. The median home price in October in the South was \$151,100, or 6.3% lower than last October. Existing sales rose 1.6% in the West to an annual rate of 1.31 million units. This region is 12% stronger than its pace in October 2008. The West median home price was \$220,200 or 14.7% below one year ago.

Newslines continued...

In Plant Newslines

Whirlpool Appliances to Be Featured in New Line of High-Quality, Affordable Sustainable Kit Homes

BENTON HARBOR, MI—Whirlpool Corp. has jumped on board a new initiative for sustainable home building which aims to make eco-conscious, energy-efficient homes more affordable for the average home buyer. The American Sustainability Initiative — or AmeriSus, for short — launches this month with a goal of placing 12,000 affordable sustainable homes throughout 15 states over the next two years. And each of these homes will feature energy-efficient Whirlpool® brand appliances.

“We selected Whirlpool brand appliances for our sustainable home designs because we know Whirlpool Corp. is very committed to producing high-quality, energy-efficient products,” said Charlie Kamps, managing director of AmeriSus. “They have an excellent reputation and years of global experience — more reasons we are happy to have them as a part of our team in this venture.”

Based in Philadelphia, AmeriSus is a consortium of design and development professionals focused on providing creative designs and materials for energy-efficient homes that are within the price range of the average American home buyer. The idea is to reduce environmental impact while offering home owners more reasonable home prices and the lower utility bills of an energy-efficient home.

AmeriSus has expanded on the ‘kit home’ concept popularized by Sears, Roebuck and Co. in the first half of the 20th Century allowing such pre-construction activities as design, engineering, procurement and logistics to be optimized for builders. Everything from nuts and bolts to appliances and finishes are included as part of one complete building package available through AmeriSus’ proprietary Ready Build System™. An ever-growing line of architectural layouts is available to builders and home buyers via the AmeriSus web site where selections and upgrades in such areas as appliances, flooring, fixtures and energy systems can be made.

AmeriSus selected products, materials and services from more than 30 ‘best-in-class’ companies across the globe such as Whirlpool Corp., IKEA and FedEx which epitomize sustainability in their products and daily operations.

“We are thrilled to partner with AmeriSus in this exciting new sustainable building venture. Whirlpool is a strong proponent of sustainable building and this is a wonderful opportunity to make sustainably built homes available to a wider variety of people,” said Mitchell Isert, North Atlantic contract division director at Whirlpool Corp.

When the selection process is complete, AmeriSus ships all of the design plans, building materials and finishes to the home site, saving several steps for builders.

For more information on AmeriSus visit www.amerisus.com, call 267.566.1970 or circle Reader Service No. 181.

For Whirlpool Corp. visit www.insideadvantage.com, call 800.253.3977 or circle Reader Service No. 182.

Tunica Show to Return March 24-26, 2010

TUNICA, MS—One of the industry’s largest shows of manufactured model homes will return here March 24-26

to Harrah’s Casino Tunica. The Tunica Show is scheduled to have 100 model homes on display for its three day show. In addition there are numerous sponsorship opportunities, new and informative educational finance seminars, two free lunches and a fun mixer planned to make every part of the show worthwhile.

“Your participation is the very best way to keep up with what’s happening in the industry,” said Ty Batchelor, chairman of the South Central Manufactured Housing Institute, about the latest innovations and model homes the event will showcase. He added, “It’s a close-knit industry and, although we are competitive, we share the same goal – to make manufactured housing as attractive and affordable to consumers as our common efforts allow.”

The show will feature two free lunches on March 24 and 25 held in the official SCMHI Hospitality Tent in the Manufacturer’s Exhibit Area and the annual industry mixer will be Thursday morning March 25 in the service and supplier exhibit area.

For more information on exhibiting or attending The Tunica Show call Dennis J. Hill, show coordinator, Show Ways Unlimited at 770.587.3350.

‘GO House’ by Genesis Homes Selected for Nextgen Experience at 2010 Builders’ Show in Las Vegas, NV

TROY, MI—Champion Enterprises, Inc., a leader in factory-built construction, has announced that its ‘GO House,’ marketed under the company’s Genesis Homes brand, was selected by iShow for the Nextgen Experience at the 2010 International Builders’ Show.

“We are particularly pleased to be selected by iShow, as the Nextgen Experience and our new GO House both represent the latest in building technology and sustainable construction,” said Kevin Flaherty, vice president of marketing for Champion Enterprises.

The GO House will be unveiled to a national audience at the 2010 International Builders’ Show in Las Vegas January 19-22. It is Champion’s first-ever nationally produced modular home built to green standards and it is available to customers via the GO House website. It is sold through approved local builders.

The Go House website www.thegohouse.com lets customers configure their home online by selecting a base floor plan then customizing their plan by choosing first floor additions, second-story options and garage designs to create a truly customized home. Once the home is designed the consumer will receive the price of the modular sections as well as guidance for site costs, allowing them to develop a complete project budget.

The first offering of its kind to customers, the GO House is a beautiful, affordable, greener home that can be built and installed almost anywhere in the country in less than 90 days. It is professionally designed and engineered and built by experienced craftsmen in a controlled, state-of-the-art factory environment. The modular sections are built to satisfy the National Association of Home Builders Green program.

“The GO House standard features along with our modular construction package make it easy for our builders to achieve NAHB green certification,” said Flaherty.

For more information visit www.thegohouse.com or circle Reader Service No. 183.

In Plant Newslines

Stiles Partners with Dust Collection Manufacturer Belfab

GRAND RAPIDS, MI—Stiles Machinery Inc. has announced they now distribute Belfab dust collection products.

Recognized as one of the most innovative companies within its industry Belfab has been awarded multiple patents for various elements with its product offering including its unique modular dust collector concept which enables companies to increase their capacity as they grow.

With this addition Stiles is pleased to offer a complete range of dust management solutions to meet every customer's needs.

For more information visit www.stilesmachinery.com/Equipment/Belfab/Dust-Collection.aspx or contact Stephan Waltman, VP, Stiles Machinery Inc., at 616.698.7500 or swaltman@stilesmachinery.com, or circle Reader Service No. 184.

ZETA Communities Wins Green Builder Magazine Home Of The Year Award

SAN FRANCISCO, CA—ZETA Communities, a net zero energy (NZE) off-site engineered building company, has announced that its Oakland NZE live/work townhome project is the grand winner of *Green Builder* magazine's 2009 home of the year competition. The selection of a modular, NZE home as the winner of this prestigious award is indicative of the green building industry's commitment to 'raising the bar' to achieve ultra energy efficiency, affordability and resource efficiency, according to *Green Builder* magazine.

The panel of industry veterans selected ZETA's live/work townhome because of ZETA's ability to execute a successful NZE strategy while also maintaining their commitment to urban infill, affordability and high indoor air quality. The judges were also impressed with the live/work design's flexibility, aesthetic appeal and incorporation of natural lighting. The award selection process focused on resource efficiency, green materials, site planning, building performance, indoor air quality and water efficiency.

"The ZETA project impressed the judges immediately because it espoused so many sustainable tenets, not just one or two," said Cati O'Keefe, editor in chief, *Green Builder*, who added, "The project uses renewable energy (100% PV power), green products, addressed indoor air quality, is resource efficient and harnesses natural light. Also, the density of the project pleased judges, who note that urban infill will be a major focus on building in the next decade."

For more information on ZETA Communities visit www.zetacommunities.com or circle Reader Service No. 185. See the article on ZETA in the December 2009 edition of *Automated Builder At Home* at www.automatedbuilder.com.

Estemerwalt Log Homes Honored By National Awards Program

HONESDALE, PA—Log home manufacturer Estemerwalt Log Homes, based here, received a national home building accolade recently capturing the Excellence in Home Design for the Manufacturer's Model/Sales Center and Merchandising in

the 2010 Building Systems' Council's Excellence in Home Design and Marketing Awards program. The honor was awarded by the Building Systems Councils (BSC) of the National Association of Home Builders (NAHB)—a trade association that represents the concrete, log, modular and panelized building system industries—at their annual awards program.

"This year's award winners, like Estemerwalt Log Homes, prove that even in a slow housing market the engineered building industry is raising the bar in residential marketing and home design concepts," said Michael H. Weber of Lancaster Redevelopment Corp and BSC chairman. He added, "Our award winners are adding credibility to their businesses and shedding a positive light on the industry as a whole."

The annual BSC Excellence Awards are judged by a panel of industry experts and companies like Estemerwalt Log Homes were given praise for the quality of their submittals.

For more information on Estemerwalt Log Homes visit www.estemerwalt.com or circle Reader Service No. 186.



Correction: The December 2009 edition of *Automated Builder* included the IBS 2010 exhibitor preview, in which Generac was a featured exhibitor. The picture above of the Guardian series generator was published, but the accompanying text incorrectly described the company's new portable iX series. Following is the corresponding information on the Guardian series, which is pictured above:

The Generac® Guardian Series of automatic standby power generators meet the power needs of any home – now with a number of improvements that differentiate the Generac residential line from any other on the market. Among the improvements is the inclusion of the new, state-of-the-art Nexus Control System, compatible with several new transfer switches to provide some of the most advanced load shedding capabilities in the market.

The Nexus transfer switches allow the generator to electronically manage up to six high-power loads. This intelligent load management upgrade is a smart solution to in-home energy management as it drastically reduces the size of the generator required for mid- to larger-sized homes making residential standby generators more affordable than ever before for home owners.

For more information on Generac visit www.generac.com or circle Reader Service No. 187.

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Help Wanted

Sun Building Systems, subsid. of Pleasant Street Homes, produces highly customized residential, multi-family and multi-use modulars in Scranton, PA suburb of Taylor. Seeks to fill two senior staff positions:

- **General Sales Manager** over all sales & mkt areas with an exp. sales force & established builder base dating to 1972.
- **Material Manager** to oversee all areas of sourcing, material contracts, receiving & inventory management.

Email resume to:

JJones@IndianaBuildingSystems.com
or mail: **Jim Jones, Pleasant Street Homes, 5700 Lovejoy Dr., Middlebury, IN 46540.**

Position Wanted

Sidney C. Tatum has completed his recent assignment and now is available for a consultant or executive position either in-plant or on-site in residential and/or commercial construction. He is experienced in start-ups on panelized and modular home plants and in bringing major on-site construction projects in under-budget and on time. His experience includes plant layout, obtaining of new and refurbished machinery for home production, training employees, working with all sub-contractors and the delivery, setting and finishing of all-types of homes at job sites. Having worked with reservation Indian projects in the U.S., studying home building factories in Asia and helping to solve construction problems at the government's request in the Middle East, Tatum brings to any company unique experience rarely found elsewhere. Though he would prefer to remain in the U.S. he is free to relocate from his present headquarters in Portland, OR to any location in the U.S., Canada and the Caribbean. Full resume is available on request. Contact Sid Tatum on his cell phone number (503) 781 - 6495.

Automated Production Technology

of panelized building components for modular, manufactured and commercial structures. **Prior to purchasing equipment contact me for professional consulting services: Peter S. Aschenbrenner, former Weinmann Product Manager for 10 years in Canada.**

**Email: alps1985ltd@aon.at
Ph: 416.573.0988 in N. America
011-43-676-446-2488 in Europe**

AB Coming Events

JANUARY 2010

19-22 International Builders' Show of the NAHB at the Las Vegas Convention Center in Las Vegas, NV. Info at 800.467.8619 or www.buildersshow.org.

FEBRUARY

2-5 World of Concrete at the Las Vegas Convention Center in Las Vegas, NV. Info and registration at 866.860.1983 or at www.worldofconcrete.com.

22-24 International Roofing Expo at the Morial Convention Center Halls D and E in New Orleans, LA. Info and registration at 800.684.5761 or www.theroofingexpo.com.

MARCH

6-8 World of Modular, sponsored by the Modular Building Institute at the Rosen Shingle Creek Resort, Spa and Golf Club in Orlando, FL. Info & registration at info@modular.com or 888.811.3288

16-19 Concrete Decor Show & Decorative Concrete Spring Training at the Phoenix Convention Center in Phoenix, AZ. Info & registration at showinfo@protradepub.com or 877.935.8906.

24-26 Tunica Manufactured Housing Show at Harrah's Casino Tunica in Tunica, MS. Info and registration at 770.587.3350, Dennis J. Hill, show coordinator, Show Ways Unlimited.

25-30 RCI 25th International Convention and Trade Show, featuring over 30 hours of building envelope design education, at the Rosen Shingle Creek Resort in Orlando, FL. Info and registration at 800.828.1902.

APRIL

14-18 Kitchen & Bath Industry Show at McCormick Place in Chicago, IL. Info and registration at 508.743.0528 or www.kbis.com.

29-May 1 The Great Southwest Home Show at the Quik Trip Center at Expo Square in Tulsa, OK. Info and registration at 770.587.3350, Dennis J. Hill, show coordinator, Show Ways Unlimited.

AUGUST

15-20 2010 American Council for an Energy Efficient Economy Summer Study on Energy Efficiency in Buildings at the Asilomar Conference Center in Pacific Grove, CA. Info and registration at 202.507.4000 or www.aceee.org.

Coming in February 2010 to AB:

- Complete coverage from Las Vegas, NV of the 2010 International Builders' Show

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(Check one only)

1. MANUFACTURER OR BUILDER

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- ☐ Open or closed panelized/pre-fabricated or pre-cut Home Manufacturer (10)
- ☐ Mobile (HUD-Code)/Manufactured Home Mfr.(20)
- ☐ Modular Home Mfr. (46)
- ☐ Combination Mobile (HUD-Code)/Manufactured and Modular Home Manufacturer (25)
- ☐ Office/Commercial/Industrial or other Special Unit Mfr. (26)
- ☐ Production Builder or Builder/Developer who makes or builds with components (30)
- ☐ Components Mfr. of roof or floor trusses, wall panels, stairs 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/Prefab or Pre-Cut Home Dealer/Builder (47)
- ☐ Office/Commercial/Industrial or other Special Unit Dealer (48)

3. OTHER RELATED INDUSTRY GROUPS

- ☐ Supplier (Mfr. of Building or Construction related products), Wholesaler or Distributor (71)
- ☐ Architectural Engineering, Design Firm or Consultant (50)
- ☐ Land, Subdivision or Mfrd. Home Site Developer (60)
- ☐ Association, Government, Financial, Insurance or Related Educational or Service Organization (70)
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- s. ☐ \$5 Billion +
- t. ☐ \$1 Billion +
- u. ☐ \$500 Million +
- v. ☐ \$100 to \$499 Million
- w. ☐ \$50 to \$99 Million
- x. ☐ \$20 to \$40 Million
- y. ☐ Under \$20 Million

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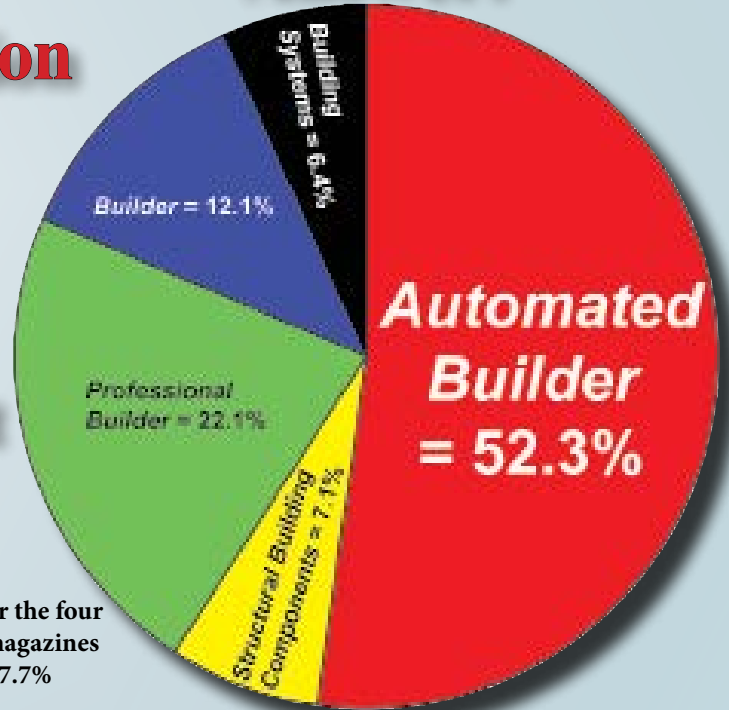
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