

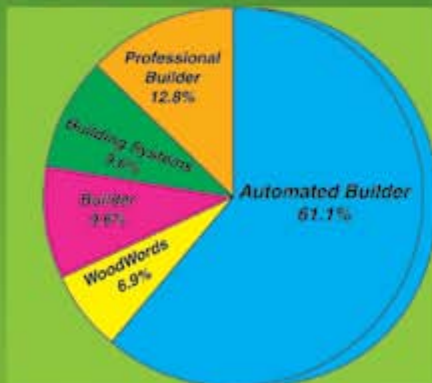
Automated Builder[®]

Since 1964
Edition 357
March 2001

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



**Louisville
Show
Offers
'World of
Possibilities'**



**Independent Survey Shows AB
Superiority in Technology Coverage**



**Copenhagen's Marble Church and
Spectacular Fountains at The First
Port-of-Call on AB's July Baltic Cruise
To Five Historic Nations**

AB DICTIONARY
1PG
4/C

JAMES HARDIE
1PG
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The No. 1 International Housing Technology Transfer Magazine for Manufacturing & Marketing
Formerly "Automation in Housing & Manufactured Home Dealer" and "Systems Building News"
"There's No Place Like a Factory Built Home"

Volume 38, Number 3, March 2001

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

- 1 Major production (site) home builders who use and/or produce housing components.
- 2 Panelized home manufacturers who produce for builders and dealers packaged homes including open and closed panelized homes, foam-core panels, log, dome homes 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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1/2 PAGE
2/C RED

Circle Reader Service No. 3

Automated Builder®

MARCH 2001

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AB Carlson's Column

Time for a U.S. SAVED Institute

By Don O. Carlson
Editor and Publisher

In our opinion, the United States Agency for International Development (USAID) is decidedly barking up the wrong tree in their effort to provide emergency shelter and replacement housing for the victims of the January and February massive earthquakes which struck El Salvador.

We were quite stunned to learn how USAID is operating in that country. In essence, the money we send to El Salvador to help in this relief - - your tax money and my tax money - - is given only to a non-profit group. It is the policy of the USAID officers in El Salvador only to present grants to non-profits.

Carrying this a step further, the philosophy of the group is not to provide superior emergency and replacement housing, but to present money to the people to replace their shelters using the same indigenous materials they're used to building with. In short, this means they are re-building with the same junk that consistently falls down in earthquakes and hurricanes.

You have to wonder what century USAID is living in. Could they imagine they are part of the old Communist regime in the Soviet Union before the wall tumbled down? Do they know USAID money comes from taxpayers in the land of entrepreneurial free-enterprise companies - - many of whom build homes and would be quite happy to economically help the El Salvadorans out of their predicament with quality shelter?

We were further stunned to get a RFP from our Department of Commerce wherein El Salvador was requesting bids from the U.S. on materials like 'nails, boards and sheet metal.' There is not much doubt in our mind that hundreds of companies in the United States could do much better in providing decent emergency shelters and replacement structures that would be infinitely superior to indigenous structures cobbled together with 'nails, boards and sheet metal.'

They Don't Know What They Want

In the decades we have edited *Automated Builder* magazine we have frequently received panic calls from individuals and government officials in foreign nations asking for housing help. When we ask what specific kind of housing help they want, the answer seems to come back the same every time: 'They don't know what they want.' They don't know what is available from the United States and they don't know how to request specific types of housing.

Therefore, perhaps the time has arrived when home producers in the U.S. should put together something that might be called the 'U.S. SAVED Institute.' As the ABC decided about a year ago, the movement called SAVED (Shelter-All Victims of Emergencies and Disaster) was sponsored by ABC and *Automated Builder* to provide ideas for emergency and replacement housing.

Subsequently almost 40 articles were run in *Automated Builder* describing emergency and replacement shelters available from builders in the United States and Canada. A total of 32 of these ideas were put together in a book entitled

'SAVED.' This book is furnished free to domestic or foreign areas where disasters, natural or man-made, occur. Over 200 of these books have been sent to areas like the United States, Turkey, India, Pakistan, El Salvador, Guatemala, China and relief agencies. Each of the books contains names and addresses where people can contact the shelter producers.

However, it doesn't seem like that is enough. Discussions with a number of home producers around the U.S. indicates that what we need to do is to put together another pamphlet containing about a dozen floor plans and elevations of various types of low-cost shelter and replacement homes so officials or private parties in foreign nations struck by disasters can make an educated decision on what they want.

Such shelters could be made of wood framing, preferably pressure treated for tropical regions, steel framing, structural insulated panels, or concrete or plastic combination panels. If the booklet contains a dozen plans and elevations for shelters and the listing of U.S. SAVED Institute members who can produce one or more of these units, then governments or individuals in areas struck by disasters can go directly to the source and get prices on various quantities of units FOB.

If nothing else this would solve the big problem that most of these foreign entities seem to be faced with, and that is they simply don't know what to order. Harold Garber, International Technology Transfer, Jacksonville, FL says he is willing to serve as the conduit between producers and foreign entities.

The NAHB: Great Show, Lousy Locations

For years we simply called it the 'Builders Show,' but now the sponsor, National Association of Home Builders, wants to call it the International Builders Show. That, of course, is o.k. since they attract people from well over 100 nations around the world.

The problem with the NAHB hasn't changed since it left Chicago over 20 years ago. And that is, they keep picking out lousy locations for this massive event.

The show in Atlanta, for example, attracted well over 70,000 people, included over 100 seminars, and had more than 1,300 exhibit booths. But, like the previous venues in Houston and Dallas, the event had to occupy a series of distant hall locations albeit in the same complex. It took the average healthy man more than 20 minutes to walk from one end of the six or seven exhibit areas in Atlanta to the other end. This is a colossal waste of time and a colossal waste of money for the exhibitors who should expect a lot more booth visitors time for the bucks they invest.

There is really only one place to have a show of this size and that is Las Vegas. The Las Vegas Convention Center with 1.3 million sq. ft. could put the entire NAHB Show in a single hall. Las Vegas is the only location that has enough hotel rooms without requiring some visitors to bunk more than 20 miles away from the show location. In the last few years, Las Vegas has become the fastest growing city in America and now has more than 100,000 in-city hotel rooms and many entertainment areas for families.

It appears that NAHB will have one more show in Atlanta, and then go to Las Vegas. Let's hope that the powers are sufficiently bright to say that Las Vegas is the place where the show should stay. Because of the city's attractions, it's easy to get to it from virtually any place in the United States at bargain fares. And, undeniably, Las Vegas knows how to put on a show and a party.

ABC
1PG
4/C



Louisville Show Offers 'A World of Possibilities'

LOUISVILLE, KY—The Louisville 2001 Manufactured Housing Show, now in its 44th year, was held at the Kentucky Fair & Exposition Center January 17-19, bringing together some 28 manufactured housing (HUD-Code) producers and 205 product and service suppliers.

The show is sponsored by the Midwest Manufactured Housing Federation, composed of the Illinois, Indiana, Kentucky, Michigan and Ohio Manufactured Housing Associations. Chairman this year was Terry Trowbridge, and the show is produced and managed by Show Ways Unlimited, Inc, Roswell, GA, with Dennis J. Hill serving as coordinator.

Winner of the Best Commercial Display Award was Omega Industries, Elkhart, IN, and the Runner-Up Award was given to Decorama, Inc., Douglas, GA.

Following are some of the show participants and their offerings.



Bob Bahr, Aiphone's representative for technical sales, spotlighted Aiphone's color audio/video entry security system, one in a line of related products for the home. Aiphone offers a range of communication systems for business and industry as well. Circle Reader Service No. 151.



Americana Building Products, Salem, IL, displayed the company's newest line of fabric awnings designed to add a touch of elegance to the manufactured home. Americana also offers retractable awnings, screened porches and carports made from recycled aluminum. Circle No. 152.



Representing Coleman (L to R) Dean Scheurich, regional sales manager, Mike Dalton, director, sales and marketing MH products, and Rich Sharp, sales representative. Coleman's line of heating products is an American staple. Circle No. 150.



Dick Clark (right) of Dick Clark & Associates highlighted The Bone 'Rough Rider' outdoor mechanics creeper, featuring heavy-duty 5" diameter wheels. Clark offers Maxiforce lift bags, Hillman roller systems, pneumatic struts and more. Circle No. 153.



Frank Kern, national sales manager, represented Heatilator, featuring their line of direct vent fireplaces for manufactured homes. Heatilator fireplaces maximize viewing area, offer realistic wood-like fire and a modulating flame. Circle No. 154.



Steve Heaton, national sales manager, manned the James Hardie Building Products booth. Hardie offers HardiPlank, HardiPanel and Hardie Shingleside siding, skirting and soffit products with the appearance of wood and the durability of a cementitious material. Siding resists moisture, termites and is non-combustible. Circle No. 157.



At the JM Products, Inc. booth were (L to R) Cheryl Thompson, Mike Howard, president, and Chris Scott. JM highlighted the Spiral Drive Anchor, designed to be installed in hard limestone, caliche type soils and solid rock. The anchor has a screw-in effect when installed and, used with a Strong Arm connection has a holding capacity three times that of cross drive anchors. Circle No. 160.



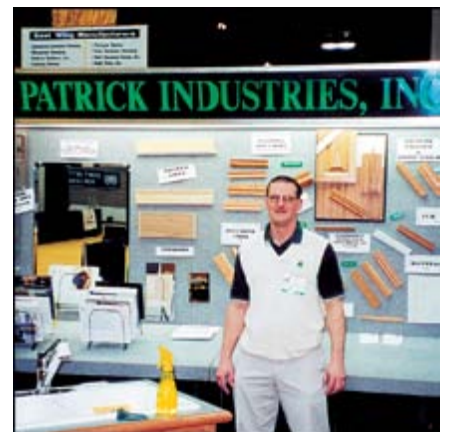
Representing Masonite, celebrating its 75th year in operation, were (L to R) Dale Mayfield, Tom Beall and Larry O'Connor. In addition to its line of hardboard for construction, the company also manufactures doors. Circle No. 155.



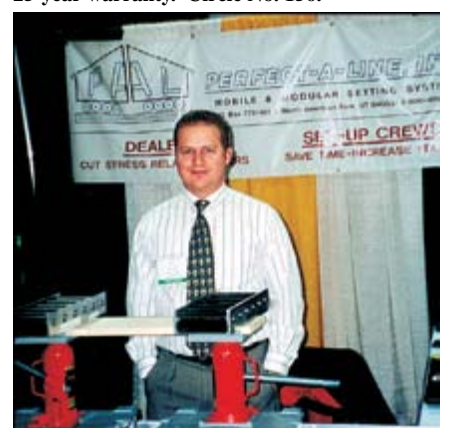
At the Nordyne booth were Kevin Joyce (left) and Steve Richards. Nordyne is a leading provider of HVAC equipment. Nordyne featured a new product, the AireCare™ electronic air filter, for high efficiency air filtration. Circle No. 158.



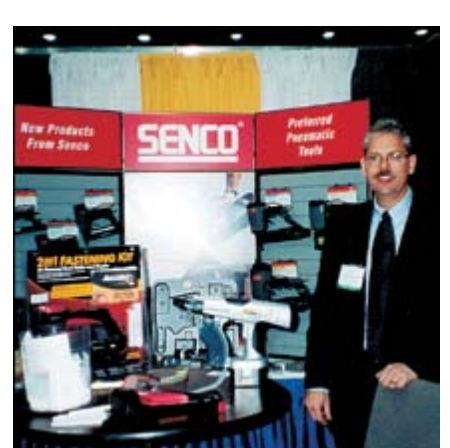
Oliver Technologies was represented by Scott Oliver, sales representative (right), and Lon Larson, general manager. OTI is the manufacturer of the original ABS Foundation Pad for manufactured housing. Oliver also produces the All-Steel Foundation System, constructed of a heavy-duty square steel base with gripping walls and adjustable struts. Circle No. 161.



Jay Squibb, MH sales specialist represented Patrick Industries, Inc., a distributor for a range of products. Patrick is currently spotlighting the Karran PVC/acrylic blend sink, claimed to be stain and burn resistant with a 25-year warranty. Circle No. 156.



Perfect-A-Line, Inc. manufactures MH setting systems. Manning the booth is Val Day. PAL systems cut traditional set-up time in half, are light weight, and reduce the risk of damage due to racking or twisting. PAL also provides crawl space stands, airbags, dollies and more. Circle No. 159.



Senco Fastening Systems, represented by Todd Humphries, industrial sales representative, offers a variety of power fasteners, including their new DuraSpin collated screw fastening systems. DuraSpin systems include a versatile cordless fastener and an attachment which fits DeWalt, Bosch and Milwaukee screw guns. Circle No. 164.



Jan McQuay handles the booth for Reil Rock Products, Inc., a manufacturer of MH skirting products which offer textures simulating stone foundations. Circle No. 163.



Photo left: Barry Tidwell (not shown) manned his company's booth. Tidwell, Manufacturing, Inc. produces exterior architectural trim as seen in the display. Circle No. 166.

At the VentLine booth were Jay Riblet and Patti Cripes, sales engineers. VentLine offers a wide selection of ventilation products ideal for manufactured housing. These include exhaust fans, range hoods, roof caps, attic vent kits and more. Circle No. 167.



At the booth for The Black Pad by PolyVulc are (L to R) Larry Lambiotte, Fred Farrell, Ann Roberson, Louis Lambiotte and Penny Hoxie. Poly Vulc's Black Pad is a pier pad made of 100% polypropylene. Circle No. 162.



John Kelnberger, key accounts manager, mans the booth for Trimline Building Products. Trimline manufactures the Shingle-Over Ridge Vent and Rigid Roll® Plus for installation. The Trimline vents fit a variety of roof styles. Circle No. 165.



TRIMLINE
1PG
4/C

Automated Builder

VIDEO

Written and narrated by AB Editor & Publisher Don O. Carlson, the first 15 minutes of the video tells the story of factory-built homes and commercial buildings. It's an eye opening educational experience for employers, bankers, investors and the general public. The last ten minutes tells the dramatic story of the Automated Builder's Consortium movement and how it is helping to rebuild inner cities from coast to coast. Total cost for this 25-minute journey through the wonderful world of industrialized building construction—only \$34.95.

**Credit Card Orders Call
1-800-344-BLDR**

or send a check or money order to
Automated Builder, 1445 Donlon St. Suite 16, Ventura, CA 93003



What's Wrong with These Pictures?

By John E. Meeks, P.E.

FORT LAUDERDALE, FL—For more years than I care to admit, I have been active in the wood component area of the construction industry. Countless times I have been requested by my clients to visit, observe and report on unusual or disastrous conditions within a building at a job site. I have collected literally thousands of photographs showing causes and effects of potentially devastating conditions. It is my hope that *AB* readers will be forewarned by the examples shown here.



The tie strap will not work in tension until the wind lifts the girder about 3-4" at which time the exterior protective envelope is punctured and further disassembly of the roof is likely.

At left, a two-ply wood girder truss at its bearing point on a reinforced concrete tie beam. Hurricane force winds require positive tie-downs to the supporting structure, especially at girders. The single positive tie-down anchor was misplaced by about three inches. The tie strap was bent over to the girder and then nailed with only two or three nails.

lateral and diagonal bracing. The single X-brace did yeoman's duty. The new 2X4s on the top chords were installed after the failure.

This photo shows the roof framing above the second floor of a multi-family town house. Trusses spanned between block bearing walls at front and rear and individual living units were divided by concrete fire block separations. I took the photo through a front window with a concrete header beam above me supporting the trusses and the bundle of plywood in the foreground. A second bundle in the background was supported at the other end by the same two or three trusses.



Visible bowing, buckling and twisting of the trusses is the result of improper temporary bracing. In an identical unit to the left, a workman was killed trying to straighten the bowing trusses.

The trusses were bowed due to inadequate lateral support provided by the short 1X2s nailed to web members, with little to none placed on the top chord. Adding two heavy bundles of plywood (about 3,200 lbs. each) on both ends of the same trusses is a recognized dangerous construction practice.

A 70' long scissor truss roof system was in the process of installation. The sloping reinforced concrete gabled tie beam at the end opposite the end pictured had been poured minutes before the trusses were to be tied to this beam, so the framer stopped short and went home for the weekend.

Some 30-40 trusses to the right of those shown in the photo fell down. The failure stopped where it did only because of the single X-brace seen within the trusses. The bowed, buckled and twisted trusses still in place illustrate the total lack of proper

The photo at right was taken beneath a collapsed warehouse roof structure under construction. Long (75') span trusses were unevenly loaded by the builder installing roof purlins and metal roofing only on one side of the ridge line. The long span trusses received a full dead load on one side only before the permanent lateral bracing was installed. Long compression webs were marked for continuous lateral bracing (CLB) by red tags plated to the web member, intended to tie all similar webs together with lateral support. In this case the web members were long enough to require two CLBs at one-third points. The mangled tags are shown but the braces were never installed on the long webs. The unbalanced overload caused buckling collapse of the poorly braced top chord.



The photo below was taken at a large shopping center with a collapsed roof structure. Many trusses on this project were built with a mixture of plated joints from different truss connector plate manufacturers. Some trusses were actually built with connector plates missing! The photo shows a plate missing on one side of a joint.



No teeth marks on the lumber indicate the plate was never installed. Even so, the truss didn't fail at that point. The key to the collapse occurred at a supporting column and beam failure, causing the trusses to fall.



Above: Large trusses sometimes provide space for air handling units but these spaces should be designed by the project architect and mechanical engineer. If the space is not detailed by the design professionals, the HVAC contractor may decide to make the space needed. Cutting web members makes room but destroys the integrity of the roof truss. The odd length 2X4 nailed to the truss to take the place of the missing web will not do the job.

For information on John Meeks consulting circle No. 95.

The photo at right shows results from Hurricane Andrew, which lifted off many sheets of plywood and OSB roof sheathing. The damage is noticeable near the ridges and overhangs and was reflected in later building code changes requiring greater hold-down capacity. In this instance, once the roof was penetrated, wind pressure entered the building creating internal pressures in addition to uplift suction, just about doubling the uplift force on the roof deck.

My lens shows that this missing piece of OSB was nailed at the four corners only-- one nail at each corner of a 4X8 sheet of OSB! The nailing is inexcusable and recognized by inspectors during post-storm evaluations.



Keep Your Eyes on The Pies And You'll Quickly Realize (when it comes to readership response) AB Delivers!

VENTURA, CA—Each year *Automated Builder*, as nine out of ten readers know, authorizes a survey of its readers to find out how effective the publication is. The survey, conducted by Research USA, Inc., Chicago, IL, also tells us who reads the magazine, what they like about it and what they do about what they read in *AB*.

Before looking at why *AB* readers really like the publication, we need to remember that this is a trade magazine and readers are looking for information which can be useful in the workplace. In other words, the content of *AB* is geared to helping readers manage their companies, stay abreast of developments in building technology, improve their methods and marketing of products and services, informed by what they read .

Conversely, for the manufacturers, fabricators, suppliers and dealers who want to reach the decision-makers in the building industry, clearly, *AB* delivers the goods.

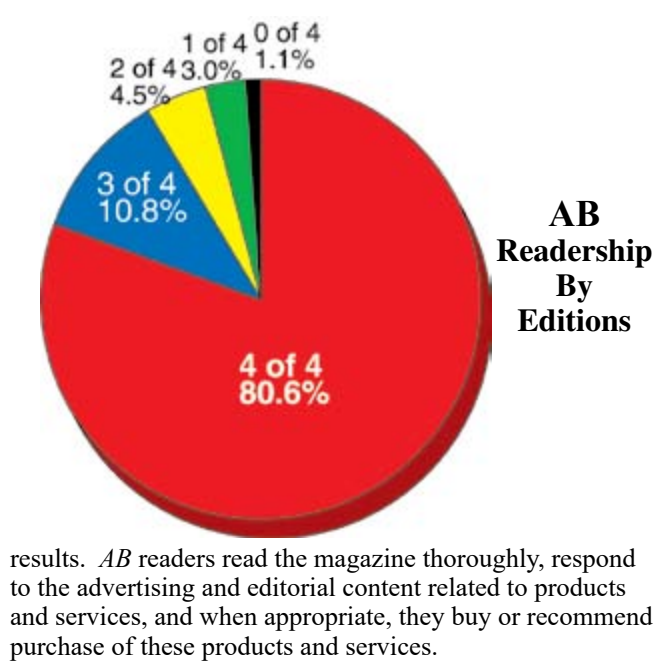
The Research USA survey shows that within the past 18 months, 88.4% of survey respondents took some action as a result of seeing advertising in *Automated Builder* (see Chart No. 1). More than half (52.4%) contacted an advertiser for additional information on a product. One out of five (21.7%) purchased an advertised product or service. Another one of five (19.1%) recommended the purchase of a product or service.

Another vital action taken by a substantial number of readers was using the magazine as a reference. More than one third (39.3%) saved an ad for reference, and 38.2% visited an advertiser's Web site.

We are forced to conclude that advertising in *AB* brings

Actions Taken After Reading Advertising in *Automated Builder*

Action	Percentage
Discussed with coworker	55.8%
Contacted an advertiser for more information	52.4%
Saved an ad for reference	39.3%
Visited an advertiser's web site	38.2%
Purchased product or service	21.7%
Recommended the purchase of a product or service	19.1%
Met with a salesperson	10.8%



results. *AB* readers read the magazine thoroughly, respond to the advertising and editorial content related to products and services, and when appropriate, they buy or recommend purchase of these products and services.

Most of *AB*'s readers have read the publication for a long time, an average of almost ten years, and 75% of survey readers have read *AB* for more than five years. Nine out of 10 readers (91.4%) have read three of the last four issues and four out of five (80.6%) have read all four issues. What's more, three of four (77.6%) read half or more of each issue. That adds up to consistent, thorough readership

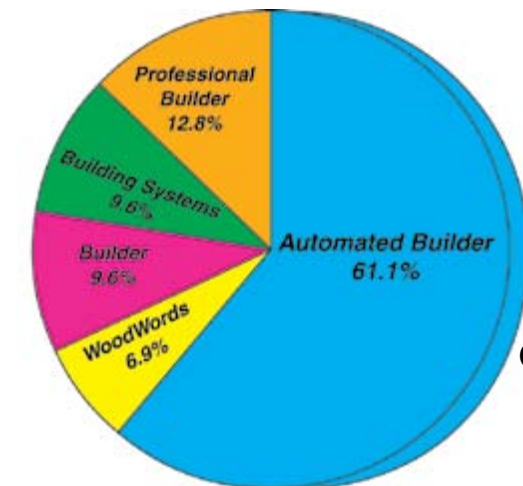
Who are these people and why are they making buying decisions based on reading *AB*? They are the decision makers -- top management-- namely, CEOs, VP's, and general managers. What's more, Research USA says, they are thorough, regular readers, nearly all of whom have purchasing authority for their firms (see Chart C below).



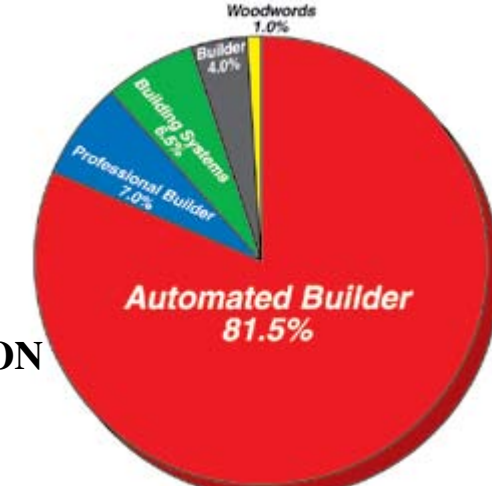
Why do these decision-makers read *AB*, and do they read other publications with equal appreciation? Good question. *AB* works on the premiss that new technology is important to this industry, because that is one of the major factors which transforms the industry by making it faster, simpler or easier and more economical to build.

In rating *AB*'s coverage of new technology in the building industry, readers responding to the survey chose

Best Source of New Technology



Best International Coverage



**AB
VS
THE
COMPETITION**

Two pies = two resounding votes of confidence in *AB* 's performance delivering timely information that builders, suppliers and dealers need and want.

Automated Builder by 61% over the other leading building magazines combined!

Professional Builder, Builder, Building Systems and Woodwards combined for a 38.9% total, with no single publication except *AB* getting more than a 12.8% share.

AB also recognizes that we work in a global marketplace. We live on a small planet where news, information and knowledge can be transmitted worldwide in minutes and we are all in touch with events and changes taking place world wide. What happens 'over there' affects us right here, particularly economically.

When readers were asked which publication provides the best coverage of international housing developments, 81.5% chose *AB*, with the nearest competitor publication garnering 7%. So if you're interested or concerned about Aussie rollforming machinery or Finnish wall panel systems, you know where to look.

Finally, looking within the pages of *AB*, Research USA asked readers what information they felt was most useful to them.

More than one third of readers responding (35.3%) said new product and systems information was most helpful. The next highest category was industry news, at 19.4%, followed closely by new ideas, at 15.9% . New techniques and technology updates were the next two leading categories at 11.4% and 10.4% respectively.

New products, industry news, new ideas, new techniques and technology updates all fit into an overall category that we consider Job One --bringing readers the timely, vital information that matters most to them.

So we'd like to thank Research USA, Inc. and the readers who took the time and effort to respond to our survey for their cooperation.

Meanwhile, if you have a new product, technique, technology or news you want the industry to know about, let us know, because that's what we're here for -- and our readers know it.

For a complete media kit on *Automated Builder* circle Reader Service No. 99.
For a complimentary subscription form circle No. 100.

Remember Us?

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The James Hardie Hardiplank Cedarmill® siding product, geared for finishing manufactured homes. Cementitious siding offers benefits in weather protection not always afforded by other materials.

James Hardie Siding Products Win Friends in MH Market

By Jack Petree

MISSION VIEJO, CA— In just 12 years, James Hardie®, a manufacturer of fiber-cement building products, has built itself from the point of being a new introduction to the North American market to a position as one of the nation's biggest names. In a little over a decade James Hardie has particularly impacted the manufactured housing industry.

Today, James Hardie supplies many of North America's leading builders of manufactured and modular homes with the bulk of their exterior siding products as well as the accessories to go with them. Relatively new to North America, James Hardie is actually a century-old firm founded in Australia, which has become an international giant in the construction industry with sales of more than \$1 billion annually in markets that include the U.S., Australia, New Zealand and the Philippines.

In the U.S. housing market the company has become especially well known for exterior siding products. The company estimates that, today, Hardiplank® siding has been used on more than two million homes and, the firm says, the product continues to increase in popularity.

Hardiplank might be James Hardie's signature product but it is far from being the firm's only offering. In addition to other construction materials, the firm promotes an entire family of siding products including Hardiplank, Hardipanel® vertical siding, Hardibacker®, Hardisoffit® panels--skirting for manufactured homes, and Harditrim®. All siding products are designed, according to the company, to provide the character and look of real wood in a material that is exceptionally durable, attributes the manufactured and modular industries find especially desirable.

James Hardie siding products are all manufactured from a mixture of Portland cement, ground sand, cellulose fiber, selected additives and water -- a proprietary formulation that

the firm contends has proven to be a success in all areas of the country from the wet, moisture-rich areas of the Pacific Northwest to the cold, icy winter regions of the Northeast and Midwest. One company that has been particularly happy with the Hardie product line is Skyline Homes, a manufactured home company located in the McMinnville, OR. According to Chuck Lynch, division sales director for Skyline, "Our company started using Hardipanel siding as an option in 1995. In early 1996, we made the decision to switch everything to Hardipanel and now all our exteriors are Hardie product."

Explaining how his company came to feature Hardie exclusively, Lynch told *Automated Builder*, "It was one of those serendipity things. Everyone associated with the product -- the retailers, the retail customers, our production people, our service people -- all realized we had a product very acceptable to retail customers and it eliminated a lot of the past problems associated with siding in the Northwest." Commenting on those problems Lynch pointed out that, "You have a lot of moisture-related problems in composition products. We were having concerns on warranty problems with fiber and composition siding that included warping, bowing and gaps and these were all very expensive repairs. Hardie products immediately solved that problem. In addition to its durability, it will not support combustion and comes with a 50-year warranty."

Further enhancing Hardie's reputation with Skyline, Lynch pointed out, is the fact that, "Its price is very stable. That's an important aspect of Hardie siding. We can count on the price and not be captive to the price fluctuations in wood siding alternatives." While Skyline switched to Hardie for solid business reasons, Lynch said customer reaction to



A Fleetwood Homes model finished with Hardiplank siding. Fleetwood now protects manufactured housing exteriors with Hardie products which include siding, window trim and fascia.

the product made the decision easy. "Frankly," he commented, "this was all driven by the reaction of our customers. They really liked the product."

Fleetwood Enterprises is a second major firm that has made extensive use of James Hardie's products in recent years. Fleetwood is a company that considers itself to be, and works hard to maintain the image of, a firm that is nationally recognized for its quality-consciousness. So when the company's Woodland, CA manufacturing center noticed some quality problems with their hardboard exteriors, they took action and began to look for other products that might perform better. On investigating the alternatives, Erik Bloemendaal, general manager for the facility, says, "The quality performance benefits of James Hardie's siding products met the criteria of Fleetwood's management team."

As a result, Fleetwood now protects their home exteriors with 100% Hardie products including window trim and fascia decorative products. "It's a stable product that doesn't shrink or expand, has durability and the look of real wood, plus it minimizes the elements that may penetrate into the home," Bloemendaal adds.

Palm Harbor Homes, a builder of manufactured homes operating out of Millersburg, OR, has had similar success with Hardie products. Curtis Richards, sales and marketing manager, says Palm Harbor Homes started using Hardie siding products approximately two years ago.

"We were searching for a product that would perform consistently in the market place and that had a powerful, positive, feature benefit story to tell," he says. "The consistency of Hardie products as it relates to holding a finish for paints, as it relates to low vulnerability to moisture absorption, its 50-year warranty, its resistance to flame spread and its resistance to rodents and insects, all make for powerful selling points -- and it appears on the surface, for the time it has been around, that the product is everything Hardie claims it to be." According to Richards, Hardipanel products are standard on three of his lines with Hardiplank optional for

all of the Palm Harbor homes.

According to James Hardie, the company's line of siding products does, as builders report, provide distinct advantages over each of the three major competitors the cement-based product goes to market against. Aluminum, the firm points out, can fade and get chalky looking. In the midwest, where hail can be a problem, it can also dent. Aluminum also comes only in limited

colors, whereas Hardiplank is limited only the homeowner's sense of paint style. Vinyl siding has a tendency to become brittle, while fiber-cement products are relatively impervious to extremes of hot and cold. Wood is subject to moisture damage, insect attacks, warping and combustion.

Factory builders, the firm says, can make use of support programs designed especially to help them profit from their association with Hardie. The company contends it is the only siding manufacturer with a network of factory-built specialists throughout the United States. These specialists form partnerships with the manufacturing plants using James Hardie products with the goal of making the builder's job easier and more profitable.

Hardie also offers manufacturers SureCuts (sm), a program Hardie's designed to facilitate the cutting of James Hardie siding products in the manufacturing plants. Once a plant starts using James Hardie fiber-cement products Hardie will supply the cutting tools needed for product applications as well as training in their use. These tools are supplied and maintained at no charge to the builder. A second program, called Cut-to-Size, offers Sierra MH-Panel and Cedarmill MH-Trim in custom-sized panel lengths and widths established by the builder's needs. The program allows the manufacturer to purchase less product, increase board yield, reduce scrap, eliminate steps during installation, and decrease wear and tear on cutting equipment -- all of which, Hardie points out, lead to lower installation costs.

Over the past quarter of a century manufactured housing has gained immense credibility throughout North America. That image upgrade has come in part because suppliers like James Hardie have continued to innovate with new products that improve safety, function and form.

For more information on James Hardie products circle Reader Service No. 79.

Leonard Hain's Innovative Machines Make a Solid Hit with Component Producers

RESCUE, CA—When long-time machine and equipment inventor Leonard Hain established his own company to produce machines for the component manufacturing industry, it was apparent that his output would be destined for 'high praise.' Always an active consultant in the wood frame component manufacturing industry, Hain frequently was called upon to build new factories for component producers from scratch. This enabled him to not only hone his creative abilities, but to correct a lot of drawbacks and bottlenecks which he had seen in other factories in his early years in the industry.

Today, The Hain Company is proud to offer four pieces of equipment which help solve multiple problems in the industry. The equipment includes: The Hain System Wall Framing Machine; the Quick Rafter Cutter; the Measuring System; and the Vent Block Drill Machine.

The owners of these machines are universally enthusiastic in endorsing their ability to produce and to produce economically. Some months ago, Leonard Hain produced a somewhat unique portable wall panel framing machine for Allied Framers, Inc., Vacaville, CA. When vice president Dave Burrell was asked how he liked the machine his instant response was, "We love it!"

Burrell went on to explain that his company had given Leonard Hain some specific instructions in what they wanted in a mobile wall panel machine which could be taken from job site to job site. Among their major requirements was that they wanted a machine which was extremely durable, mobile and easy to operate.

Says Burrell, 'Leonard Hain built exactly what we asked for and the machine is performing exceptionally well.'

One of the unique things about the Hain's System Framer for either in-plant or on site is the fact that it can be operated

Over 15-years in the wall panel business led Leonard Hain to devise a simple but highly productive wall framer. Fastening tools ride along support rails on both sides and on overhead racks for fastening rough opening members.



The Hain Company's measuring system for cut-off saws has become so popular among component and home producers some firms are buying them in multiples of 10 & 15. In this photo, the measuring system (right) is shown with Hain's new safety covered Quick Rafter Cutter, left.

with mylar tapes along the top and bottom of the machine to guide workers in locating exact positions for the structural members. The tapes can be used, and then stored for later use when the same project surfaces.

Don Pratt, general manager, Erickson Building Components, Roseville, CA, was so taken with the efficiencies of The Hain Measuring System that his firm purchased 17 of them. The Hain machines to measure members are used for everything from conventional lumber up to and including 40' long engineered wood beams.

Pratt said that his company had tried other machines, some computer controlled, but found that they were simply too delicate for outside use and required too many repairs. The Hain Measuring System, on the other hand, is a mechanical device that enables stops in one-foot increments and then simple, one knob adjustments for the final cut to 1/64th of an inch. There's really nothing delicate about The Hain Measuring System and it has become an important player in the Erickson's Building Components business of manufacturing roof trusses, wall panels and preparing I-beams to length.

Rick Smith, manager, Terry Lumber Company (now part of Carolina Holdings) at Simi Valley, CA, points out that his firm has four of the Hain Measuring Systems and he finds they have been much more efficient than the methods they used in the past.

Terry Lumber said they once had an older system which was much more complex, but when it failed, they replaced it with the Hain Measuring Device which they found to be 'easier to operate because simple is better.'

Smith says that the Hain System enabled them to cut more lumber and parts more efficiently with less experienced workers. One of the major cutting jobs they use the measuring device for is preparation of pre-cut packages of lumber for framing crews.

For additional information circle the appropriate numbers on the Reader Service card.

The Hain Wall Panel Framer No. 70.

The Hain Measuring System No. 71.

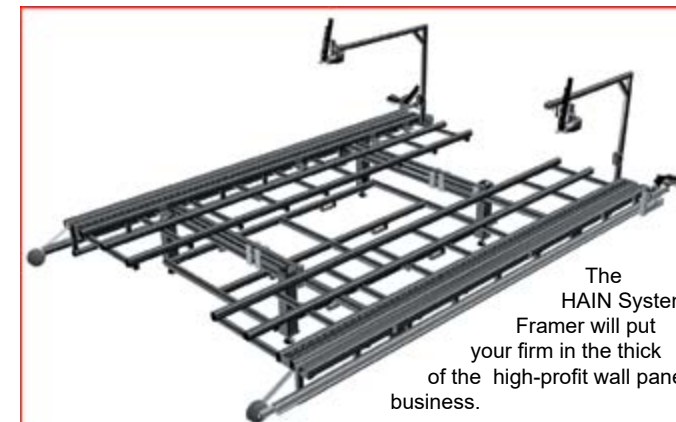
The Hain Vent Block Drilling Machine No. 72.

The Hain Quick Rafter Cutter No. 73.

THE HAIN COMPANY...
ONE OF THE INDUSTRY'S BEST KEPT SECRETS

Money Making Machines

RUGGED... PRODUCTIVE... TIME SAVING...DIRECT from the inventor!



The HAIN System Framer will put your firm in the thick of the high-profit wall panel business.

HAIN System Framer builds walls 8' to 12' high, up to 16' long. Production is guided by fool-proof marked mylar tapes for top and bottom stud/plate locations. Rugged structural steel construction with telescoping parts on sealed bearings. Ideal tool racks. Circle No. 50.



Leonard Hain

HAIN Quick Rafter Cutter
Twin blades inside this fully-enclosed safety canopy (won't OSHA love it?) slices your webs from 45° to vertical instantly. Saws adjust in seconds and produce accurate, repeatable measurements. Two h.p. machine cycles automatically. Provides simple, one-man operation. Works great with the measuring system. Circle No. 51.



HAIN Measuring System

Saw can double as a rake stud cutter

The HAIN Measuring System has proven such a money maker that some large firms literally buy them by the dozen! Unit is equipped with positive stops at 1' intervals and operator sets pointer at desired mark on the 12" scale. Adjusts from 1' to 60' in less than a second. That's it. Cuts away! Circle No. 52.



Sick of overheated attics? The answer is the HAIN Vent Block Drill Machine -- which can cut 480-720 vent blocks per hour! Will handle 4" to 12" stock. Drills, 1,2,3 or 4 holes at a time. Circle No. 53.



Get your act in gear...Call Leonard Hain now!

Phone: 530-677-8849

Fax: 530-672-2307

PO Box 238, Rescue, CA 95672

Circle Reader Service No. 54

The HardyFrame Shear Wall Panel System offers a wide variety of options in dimensions and applications.



Steel Shear Wall Panel System Offers Wide Range of Advantages:
Two New HardyFrame Panels Available

By The Simplified Structural Systems Staff

VENTURA, CA—The HardyFrame from Simplified Structural Systems offers a combination of benefits, including all those typical of steel framing systems, such as fire, rot, warping and vermin resistance, plus much more. The HardyFrame Shear Wall System replaces the need for shear walls in either steel or wood construction. This makes installation easier, faster, offers greater design flexibility and more strength than plywood construction.

Simplified Structural Systems is now offering the HardyFrame in two new panel models, the 12” wide and the 24” wide. These two new panels help meet the ICBO 2:1 height-to-width ratio codes, are manufactured from 12-gage steel and the 12” panel is the narrowest shear wall on the market. This makes the 12” panel ideally suited for narrow walls and garage portals.

The 12” panel wall is available in nominal heights of 7’, 8’, 9’ and 10’. Using the 1-1/8” hold-down bolt connection, each 12” panel delivers 2,310 lbs of shear value in the 80.5” panel, with decreasing values as the panel height increases.

Both the 12” and 24” panels install as easily as the 18” panel, and the 24” panel is available in heights of 7’, 8’, 9’, 10’, 11’, 12’, and 13’. Using the 1-1/8” hold-down bolt connection, each 24” panel delivers 4,842 lbs. of shear value in the 78” panel, with decreasing values as the panel heights increase.

The testing for both the 12” and 24” panels have been done cyclically as well as having full calculations.

The HardyFrame Shear Wall System is gaining rapid acceptance as builders recognize the combination of benefits associated with this innovative approach to framing, particularly since it can be used in steel framing alone or combined with wood framing where appropriate. Currently, three building projects, two in San Diego, CA and one in Bakersfield, CA, are using the new 12” panels.

For more information on the HardyFrame circle Reader Service No. 145.



The HardyFrame panel can be easily integrated with wood framing and offers design flexibility and strength.

HARDY FRAME
1PG
4/C



Jager completed construction of this wood I-beam facility in Bolton, ON capable of producing 50 million lineal feet per year .

Jager Building Systems: Legendary Quality

By The Jager Staff

CALGARY, AB—Legendary quality--that is what Jager Building Systems is all about. With more than 50 years experience, Jager has built a reputation of excellence, innovation and quality.

Throughout these years Jager has expanded and grown, responding to the demands of the consumer, providing production-oriented software, opening state-of-the-art new plants and expanding its distribution throughout the U.S.

Jager provides a 'complete package', offering an I-beam and connector plate line supported with laminated veneer lumber, hangers, rim board and other additional products necessary for lumber yards, truss fabricators and wholesalers. Jager is the only manufacturer and distributor in North America of both engineered wood I-beams and connector plates.

Just recently Jager announced the location of its head office for its U.S. subsidiary in Hagerstown, MD. The addition of this office will present advanced customer service abilities

-- with new sales staff being signed on regularly. In addition, this facility will serve as a major stocking and distribution center for the U.S. region, and house the administrative, sales, design and engineering functions for its U.S. operations.

To complement its expansion, Jager has recently completed construction on its wood I-beam facility capable of producing 50 million lineal feet per year of I-beams, adding to Jager's ability to provide superior service to its existing customer base, plus the capacity to produce at the current locations in Calgary, Alberta and Blainville, PQ.

The evidence speaks for itself -- Jager is and always will be responsive to the demands and needs of its customers, while keeping the promise of providing impeccable quality standards for all its engineered



Jager provides a 'complete package' of products for lumber yards, truss fabricators and wholesalers.

wood products.

For more information on the Jager product line circle Reader Service No. 178.

**JAGER
1PG
4/C**



Gary Sartor, president, poses near a typical load of commercial trusses which his company specializes in producing for his own customers and customers referred from other truss plants.

Auto-Omni Saw & Jet-Set Jigging: Koskovich Machine Tools Helped Stone Truss Company Succeed in High Tech Output

OCEANSIDE, CA—Three years ago Stone Truss Co., headquartered here, installed a Koskovich Auto-Omni computer-controlled component cutter, and last year they put in the Koskovich Jet-Set jigging system on their truss table. The results, according to President Gary W. Sartor, were just a little short of ‘amazing.’

Sartor states, “It may be a little hard for some to believe, but before we had this combination running our saw department we had two shifts six days per week. With the Auto-Omni saw they went to 1½ shifts five days with higher output. Our truss production crew now operates with four men regardless of truss size whereas before it often took 12 men to build large, commercial trusses and we are delighted with our results.”

Stone Truss uses Alpine’s roller press for its truss table and Alpine’s engineering software and plates. The combination has enabled Stone Truss to succeed as a ‘specialist’ in the production of long span and other trusses for commercial projects and complex trusses for elaborate single family homes.

“A lot of companies in our territory prefer to work with tract builders,” says Sartor, “and when they get an order for a complex series of trusses, or perhaps trusses that are unusually long in span, they refer the customers to us. They know we can do the job efficiently and within the time frame required. We’ve often thought this is an outstanding testimonial for our production abilities.”

Sartor explains that his firm has been in the roof truss business for 16 years. In his previous careers, Sartor, a native of Washington State, spent college years working at Boeing Aircraft while studying architecture and engineering. He then went into commercial finance for some 23 years before deciding that the business of build-



Sartor stands near one of the computer-controlled Jet-Set installations for patterning trusses. Because table is in a typical California wall-less plant, tarps are used to cover the system during rain storms.



Mark Miller, Stone Truss Company general manager, came to the firm with a broad background in the component industry and runs the firm during Gary Sartor’s absences - - like when he photographs polar bears above the Arctic Circle.

ing roof trusses was for him.

Today the company grosses about \$5 million per year, employs 32 people and handles truss orders in areas ranging from metropolitan Los Angeles a couple of hours north to the Mexican border about an hour to the south.

“The thing we really like about the Jet-Set,” says Sartor, “is the fact that it establishes a pattern for even a complex and huge truss in a matter of seconds. And, because there’s no need to flip trusses, when you do get a 50’ or 60’ long truss you don’t need 10 or 15 guys to flip it so you can plate the other side. You would be amazed how the employees and our insurance companies are delighted with this development.

“In addition to that,” Sartor continues, “you get a much better quality truss with this system because the plates have not been all pounded out of shape by some guy with a hammer while doing the preliminary setting; and, there’s not a bunch of staples in the way to retard the perfect seating of the plate teeth into the wood when the trusses go through the roller.”

As for the future, Sartor points out that his philosophy has always been to manage the company for controlled growth and to ‘pay as he goes’ for improvements in machinery and equipment. This is one of the few firms which utilizes fiber optic cables to carry engineering instructions from the office to the cutter and Jet-Set table over 100 yards away. He does say that he has begun some experimentation with steel framing.

“About the only thing we’re looking for right now is one of those side dumping truss trailers so we can more efficiently transport and unload our commercial and residential trusses with unusually high peaks.”

For additional information circle the appropriate numbers on the Reader Service Fax page: Trusses from Stone Truss No. 172; Koskovich Auto-Omni saw No. 173; Koskovich Jet-Set jigging system No. 174; Alpine 24” roller press No. 175; Alpine plates No. 176; Alpine engineering No. 177



The Koskovich Auto-Omni saw also is equipped with a Jet-Mark printer so information about each job can be printed as required on the members as soon as they are cut. The printer even works on wet wood.

KOSKOVICH 1PG 4/C



A Sellick Forklift Has to Be Good

HARROW, ON—After a long business association with a Ford tractor dealer, Walter Sellick began by modifying an industrial tractor supplied by Ford into a 6,000 lb. forklift for use outdoors. A basic sub-frame, mast and counterweight design resulted in what is now known as the turn-around tractor series.

As the state of the art advanced in design and construction of heavy duty lift trucks, the integral one-piece frame concept was introduced in all model lines in 1975. The basic Ford tractor power train was retained as the module for most models. By this time, the market for Sellick straight mast rough terrain forklifts was well established.

The new, rugged design and breadth of line (5,000 lbs.--12,000 lbs., two and four-wheel drive) paved the way to increased sales through the early 1980s. In 1987, a new component-designed series featuring Perkins, Ford and Continental engine options, popular shift-on-the-go transmissions and See-Thru roller masts were introduced, which assured the firm's prominent position in the marketplace well into the 1990s.

In 1995 the Truck Mounted Forklift was introduced. The new TMF-55 features 5,500-lb. capacity and is powered by a choice of Deutz or Perkins diesel engine. This new product reduces turn around time to a minimum, thus maximizing the complete delivery system-- driver, truck and trailer. Since the TMF quickly and easily loads itself on the back of



a truck or trailer, it saves valuable cargo space and eliminates towing a trailer.

Today, Sellick forklifts are sold and serviced in every corner of North America as well as overseas through a high-quality, service-oriented dealer network. At present, Sellick has over 5,000 lift trucks in the field under its own nameplate. In



addition, the firm has designed and manufactured forklifts and attachments for prestigious companies including John Deere, International Harvester and Kubota. The 70,000-sq. ft. Sellick manufacturing facility is in Harrow, ON, Canada just 30 miles south of Detroit, MI.

The company motto is: A Sellick rough terrain forklift just has to be good--it is our only product.

For information on the Sellick line of forklifts circle Reader Service No. 75.

SELICK
1PG
4/C



Attendees at the 2001 International Builders' Show toured the impressive Marietta modular from Genesis Homes, designed to rival site-built homes in every way but at lower costs. The home was dubbed, 'hit of the show.'

Genesis Homes Marietta Modular Takes Center Stage at IBS

By The Genesis Homes Staff

ATLANTA, GA—As the only full-scale home built on the convention show floor, the Genesis Homes Marietta modular from Champion Enterprises showcased a combination of appealing design with affordability.

The Marietta 1-1/2-story, 2,291 sq. ft. model actually debuted earlier in Lake City, FL, (see *AB* January, 2001) but its display at the International Builders' Show was the official coming out party.

Genesis Homes, launched as a nationwide modular home supplier, plans to work with local builders and developers to provide homes that will meet local demand, reduce cycle times and increase profits.

During the Atlanta show, Genesis launched the first in a series of Web conferences designed to help builders and developers learn how to maximize the potential of modular building products. The Web conference was presented by Steve Snyder, executive director, Modular Building Systems Association.

Mick Barker, president, Genesis Homes, noted, "Providing this learning forum is one of the many things we're doing to add value to the Genesis builder/developer partnership." The company's second Web conference is scheduled for a date during the Spring.

Genesis Homes designed the Marietta model to demonstrate the full capabilities of modular home building, featuring a gabled front elevation, dramatic entrance, 10/12 roof pitch, dormers and cathedral ceilings in a three-bedroom,

two-bath unit which rivals any site built home of comparable size but provides substantially lowered cost.

The model making its debut at the IBS was built in Lake City, FL, shipped to the convention in two sections and the garage and solarium were assembled on site. The projected base price for the Marietta model averages in the mid-\$30 per sq. ft. range, excluding land and installation.

In addition to design customization, the Marietta demonstrates that builders can tailor other key features to meet their buyers' needs. For example, if a builder is interested in energy efficient homes, Genesis can build to 'green' specifications. The Marietta is certified under both the EPA's Energy Star and the Atlanta Earth Crafted Homes Green Builder program. If the builder is interested in 'smart homes' the Marietta demonstrates that Genesis can engineer the home for smart technology that integrates audio-visual,

Internet connections, appliances and security components.

Genesis Homes, a member of Champion Enterprises, Inc.'s family of home builders, is headquartered in Auburn Hills, MI. Genesis operates 12 modular home building facilities strategically located to serve builders and developers nationwide.

For more information on Genesis Homes circle Reader Service No. 98.



The Marietta modular unit built at Lake City, FL demonstrates customization combined with affordability.

AB SUMMER CRUISE Northern European Heritage Treasures



Left: Tivoli gardens. Right: Rosenborg castle.

Explore Beautiful Scandinavia and the Magnificent Russian City Of St. Petersburg with *Automated Builder* this July

VENTURA, CA—This summer's *Automated Builder* tour departs the U.S. on Thursday July 19 to fly to Copenhagen, Denmark, for two days to enjoy the portside Nyhaven shops and the famed Tivoli Gardens park among many sightseeing delights in the friendly and accommodating land of Hans Christian Andersen.

A welcome dinner will launch the first evening, followed by a sightseeing tour the next day and then time to explore the museums, harbor, shops and surrounding area. On Day Four, July 22, the tour boards the Orient Line's Marco Polo for a seven-night cruise of the Baltic Sea. The Marco Polo, is a mid-sized ship holding 850 passengers with a wonderful atmosphere, excellent food and service. After a relaxing day at sea the first stop will be Tallinn, Estonia, for a trip back in time, where medieval spires pierce the sky and cobbled streets connect baroque cathedrals and ancient castles. Tallinn is the home of the Guild Hall of the once-great Hanseatic League, and Fat Margaret and Tall Herman, the widest and tallest defense towers of the city.

St. Petersburg, Russia, is known for its palaces, the fortress, and the Hermitage Museum, with one of the greatest collections of art in all of Europe. The capital of Russia during its golden age under Peter The Great, St. Petersburg offers architectural variety, such as the Peterhof Palace with cascading fountains, the Catherine Palace with its Agate and Amber rooms, St. Isaac's Cathedral with its golden dome, a rich historical legacy and a cultural treasure trove. Using the ship as a hotel, the tour spends two full days here.

Two exciting options are also available: a boat trip through the canals of St. Petersburg -- a delightful way to see the city life from a unique perspective -- or a full-day

excursion to Moscow!

The next stop is Helsinki, capital of Finland, founded 450 years ago by King Vasa. The itinerary finds the ship cruising by the tiny islands and Suomenlinna Fortress, guarding the city's entrance. During the call here, one can see the neoclassical buildings of Senate Square, visit Temppeliaukio Church, carved from solid rock, or stroll the gardens of Sibelius Park. An option is a house factory tour.

Stockholm, Sweden, a major European capital, is actually built on 14 islands, each with its own special character, and the city offers a cosmopolitan atmosphere and Scandinavian hospitality.

The return flight leaves Friday, July 29.

The *AB* tour includes a business component, featuring a seminar-at-sea on the state of the industry presented by *AB* Editor & Publisher Don O. Carlson, and in addition, a planned agenda of tours of high-tech housing or building machinery facilities in Sweden and Finland.

Special *Automated Builder* group prices start at \$2,050 per person, based on double occupancy, including port fees, and the Orient line has arranged for reduced air fares from many U.S. cities. The cruise line is also offering an early booking incentive. Tour members who place a deposit by March 31 will get a one-category upgrade on ship accommodations on most categories.

For information and reservations, contact:
Susan Zamuto at Plaza Travel: tel: 800-347-4447,
818-990-4053, 323-872-0949, fax: 818-789-4505,
or E-mail: susanz@plazatravel.com.

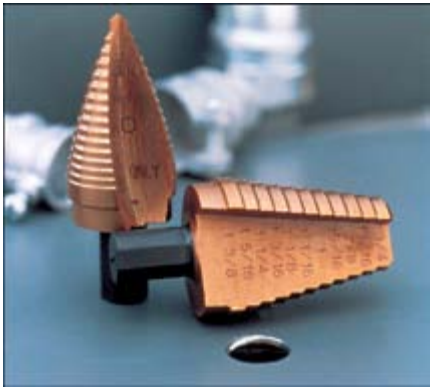
AB Special
Product Focus:
Hand-Held
Power Tools



Hitachi offers the DV20VBKL Hammer Drill with a 6.8 amp motor and an all-steel, industrial slip-free, 3/4” keyless chuck to combine strength and efficiency. Features a no-load speed of 0-110/2600 rpm and 14,000/36,000 bpm. The two-speed synchromesh transmission allows gear shifting without ceasing operation. Circle Reader Service No. 137.



Senco Fastening Systems offers the FinishPro™ 25 Brad Nailer, which allows the user to drive brads into the hardest woods and moldings by adjusting the power adjustment built into the tool. It fires a large selection of brads and adds a belt hook for ease of use in the field. Provides ergonomic design and light weight. Circle No. 138.



American Tool Co's offers two additions to its line of Unibit® Titanium Nitride (TIN) Coated step drills. The TIN coating is designed to reduce friction and insure lower cost drilling. Unibit drills are top grade high-speed molybdenum steel heat treated to a Rockwell hardness between 61 and 63 on the C scale. Available in six standard and five metric sizes. Circle No. 135.



Milwaukee Electric Tool Co. offers the cordless 18-Volt Power-Plus 1/2” hammer drill with an all metal Grip-Lok™ keyless chuck and reversible 24 amp battery, delivering a maximum torque of 400 inch-pounds. The model 054-24 Hammer Drill (shown here) has a lightly knurled grip and a chuck that manually locks the bit or driver with a single turn. Circle No. 139.

Metabo's BS 12 Impuls 12-volt cordless drill/driver, with pistol grip handle, offers Metabo's patented impulse feature and provides a no-load speed of 0-450/0-1450 rpm and a maximum drilling capacity of 3/8” in mild steel and 5/8” in soft wood. The company also offers a BST 15.6 Plus cordless drill driver. Circle No. 136.



Paslode's 3250-F16 Pneumatic Finish Nailer features an adjustable depth-of-drive mechanism that provides precise control of nail depth in hard or soft wood without the use of a wrench. Allows easier, faster work on the job site. Other features include a quick-clear nose to free jams and a powerful motor that drives a broad range of fasteners. Circle No. 140.



Sioux Tools introduces its Z-handle drills in the 800ES Series. The Z-handle design allows the drill to fit into tight spots that conventional grips can't reach. The gear train angle reduces head length while still delivering the power of the 3.5 amp, 0.4 hp motor. Circle No. 141.



Porter Cable's FN250AK 2-1/2” finish nailer is aimed at professionals for installing trim, molding, paneling, door and window casing and more. The FN250AK comes in a kit with a 1,000-pack of nails, oil, safety glasses and wrenches. Fires standard 16-gauge finish nails, compatible with Duo-Fast and Paslode fasteners. Circle No. 142.

AB's Annual Commercial Modular Survey:
Twenty-six Special Unit Producers Report
\$373.4 Million Gross Sales Volume for 2000

VENTURA, CA— Respondents to the 2000 *Automated Builder* survey of special unit modular producers, defined as manufacturers of modular or panelized commercial buildings, reported a total gross sales volume of approximately \$373.4 million for the fiscal or calendar year. In 1999, 19 responding firms reported \$259 million GSV.

In the survey, 24 companies of 26 responding reported they produced a total of 20,760 floors in 2000. Firms listed a total of 36 sales offices and 39 plants. Of the 24 responding in this category, 17 reported doing business from one sales office and one manufacturing plant.

The following companies are ranked according to their reported sales volume. In two instances, several companies reported the exact same sales volume and were listed alphabetically. The survey forms were sent to those companies

identifying themselves to *Automated Builder's* circulation department as primarily engaged in producing commercial buildings. Seven of the 26 firms are in California and five are located in Indiana.

Accuracy of the information is the responsibility of the respondents. The publisher makes no claim as to the completeness of the list, since some companies did not return their survey form, some returned incomplete forms or responded after the deadline. *Automated Builder's* survey lists are used by potential customers throughout North America and the world. They also are available for a full year on the AB web site at www.automatedbuilder.com.

For more information on commercial modular and panelized structures from the Modular Building Institute circle Reader Service No. 88.

Automated Builder's Top Special Unit Producers
Modular or Panelized Commercial Building Manufacturers
Ranked by 2000 Gross Sales Volume

Company Address City, State, Zip Phone	Chief Executive Sales Officer Fax	2000 GSV No. Sales Offices	No. of Floors No. of Plants	% Perm./Temp. Sited Sell/Lease/Both % wood/ steel/concrete
1. Miller Bldg. Systems, Inc. 58120 CR3 South Elkhart, IN 46517 219-295-1214	Rick Bedell John Fisher	\$65m 4	4,000 6	80/20 100/0/0 40/30/30
2. Whitley Mfg. Co. 201 W. First St. South Whitley, IN 46787 219-723-5131	Simon Dragan Larry High	\$52m 4	2,300 4	40/60 100/0/0 4/18/2
3. Design Space, Inc. PO Box 2008 Douglas, GA 31534 912-384-9211	Archie McKinnon Roy Farmer	\$35m 1	2,500 3	60/40 100/0 95/0/0
4. Mark Line Industries 51687 CR 133 Bristol, IN 46507 219-825-5851	Michael Arnold Kim Coates	\$31m 2	2,300 2	40/60 100/0/0 0/5/0
5. Northgate Ind's, Ltd. 12345 121st St. Edmonton, AB T5L 4Y7 780-448-9222	Sid Braaksma same	\$19.7m 3	565 1	10/30 40/20/NA 70/20/0
6. Modular Structures, Inc. 920 Citrus Ave Riverside, CA 92507 909-788-3035	Mike Henning Phil Boortz	\$18.4m 1	882 1	20/80 100/0 w/s 100

continued on next page

Company Address City, State, Zip Phone	Chief Executive Sales Officer Fax	2000 GSV No. Sales Offices	No. of Floors No. of Plants	% Perm./Temp. Sited Sell/Lease/Both % wood/ steel/concrete	Main Type of Unit Produced
7. Manufactured Structures PO Box 159 Bristol, IN 46507 219-825-9518	Randall Holler Timothy Haviland	\$17.4m 1	1,436 3	15/85 100/0/0 97/1/0	219-825-9500 offices, classrooms
8. Blazer Industries PO Box 489 Aumsville, OR 97325 503-749-1900	Marv Shetler Steve Tucker	\$16m 1	837 1	48/52 100/0/0 91/9/0	503-749-3969
9. Britco Structures 9267 194th St. Surrey, BC V4N4G1 604-888-2000	Rick McClymont Mike Ridley	\$15.6m 2	38 1	70/30 80/20 90/0/0	604-888-2086 schools, bunkhouses
10. Meehleis Mod. Bldg. 1303 E. Lodi Ave. Lodi, CA 95240 209-334-4637	William Meehleis Mike Sinclair	\$15.5m 1	529 1	100/0 100/0 0/90/0	209-334-4726 classrooms, offices
11. Modular Technology 22425 N. 16th St. Phoenix, AZ 85024 602-272-2000	Mike Morton Doug Hensley	\$15.3m 1	250 1	90/10 90/10 0/100/0	623-298-2000 schools
12. Walden Structures 13401 Yorba Ave Chino, CA 91710 909-468-1040	Charlie Walden Mike Forest	\$15m 1	680 1	20/80 NA 0/5/0	909-468-1041 office, daycare, prison
13. Indicom Bldg's 721 Burleson Blvd. Burleson, TX 76028 817-447-1213	Michael Mount Rusty Pearse	\$14.5m 1	959 1	NA NA 80/10/0	817-447-2751 offices
14. Designed Mobile Syst. PO Box 367 Patterson, CA 95363 209-892-6298	David Smith Paul Chopman	\$11m 1	550 1	50/50 95/5 ws/100	209-892-5018 classrooms, offices
15. Technical Space PO Box 1552 Elkhart, IN 46515 219-293-6855	Rich Brewer George Kijac	\$9m 1	960 1	40/60 100/0 96/2/0	219-295-7332 offices, classrooms
16. Northwest Bldg. 405 E. Boeing Lane Boise, ID 83716 208-344-3527	Scott Adamson Dan Yates	\$8m 1	500 1	20/80 100/0 80/10/0	208-344-0420 offices, classrooms, clinics
17. AAA Modular Bldgs. 6201 Veterans Pkwy. Ste. G Columbus, GA 31909 706-327-1732	Robert Gliemmo G Roger Suggs	\$7.1m 1	354 1	60/40 90/10 95/0/0	706-327-2007 offices, classrooms
18. West Coast Relocatables 360 N. 10th St. Sacramento, CA 95814 916-443-9069	Ray Youmans Mark Carlos	\$6m 1	NA 1	90/0 NA ws/100	916-443-9015 classrooms

Company Address City, State, Zip Phone	Chief Executive Sales Officer Fax	2000 GSV No. Sales Offices	No. of Floors No. of Plants	% Perm./Temp. Sited Sell/Lease/Both % wood/ steel/concrete	Main Type of Unit Produced
19. Imperial Structures 129 N. West St. Piketon, OH 45661 740-289-1644	Craig Leist Bruce Eller	\$4.5m NA	250 1	NA NA 100/0/0	740-289-4974 offices, classrooms
20. Quality Bldg. Syst. 13063 Montrose North Denham Springs, LA 70726 225-665-7695	Barry Whitehead Louis Ruffino	\$3m 2	600 1	30/70 95/5 90/10/0	225-665-7732 classrooms, day care centers
21. Houndquarters Inc. 3135 N. 38th St, #12 Phoenix, AZ 85018 602-955-2420	William Pelfrey same	\$2m 1	NA 1	100/0 NA WS/100	602-955-2602 panelized dog kennels
22. Northwood Ind. N 6628 Metcalf Rd. Stone Lake, WI 54876 715-865-2828	Clair Martin Shannon Martin	\$1.5m 1	200 1	NA NA NA	715-865-6502 storage buildings, cabins
23. Buildings, Inc. RR#2, Box 226A Covington, PA 16917 570-659-5103	Steve Strange same	\$350,000 1	20 1	30/70 NA 90/10/0	570-659-5104 offices, classrooms
24. Insta-Office Mfg. 9198 Ridge Rd. Newcastle, CA 95658 916-663-9527	Ken Woolley same	\$300,000 1	50 1	NA 100/0/0 100/0/0	916-663-9527 mobile offices
25. AegisWorks, LLC 1003 Yuba St. Redding, CA 96001 530-243-4447	Paul Kassis Matt Turner	\$90,000 1	5 1	100/0 100/0 0/100/0	530-243-5676 sheds
26. Steel Structures PO Box 485 Silverton, OR 97381 503-874-8708	Robert Miller NA	\$71,965 1	5 1	100/0 100/0/0 0/100/0	503-874-1318 sheds

Editor’s Note: There are an estimated 170 companies engaged in the production of commercial ‘special unit’ structures inside factories. Most firms are small, privately held companies which prefer not to disclose business information.



Looks like a job for...

Every year, disasters of all kinds -- floods, hurricanes, tornados, fires, earthquakes -- wreak havoc in their wake. The survivors, whether in the hundreds or tens of thousands, are often homeless. They need shelter.

SAVED, Shelter-Alls for Victims of Emergencies and Disasters, was launched by the Automated Builders Consortium (ABC) to help those who need emergency or replacement shelter. Members of the automated building industry, with their technological know-how, have responded to this program. And more are welcome.

Automated Builder magazine is offering a publication with 56 color pages describing 32 structural systems for emergency and replacement dwellings -- including 146 photos and line drawings, plus the manufacturing contacts for all the systems described.

AB and the ABC provide this booklet free to officials in disaster areas. Others, \$20 including postage and handling.

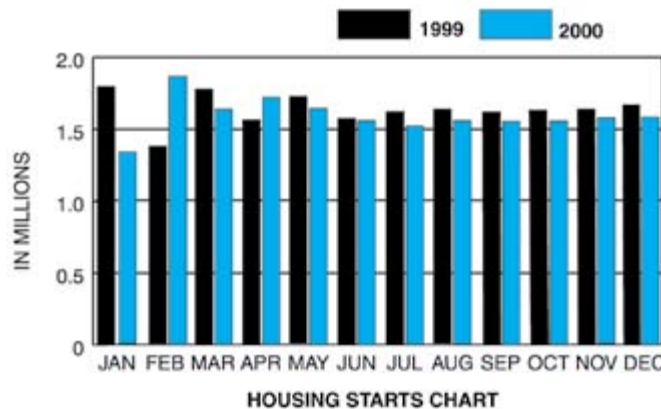
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Quick Rundown: Housing Statistics 2000 vs 1999

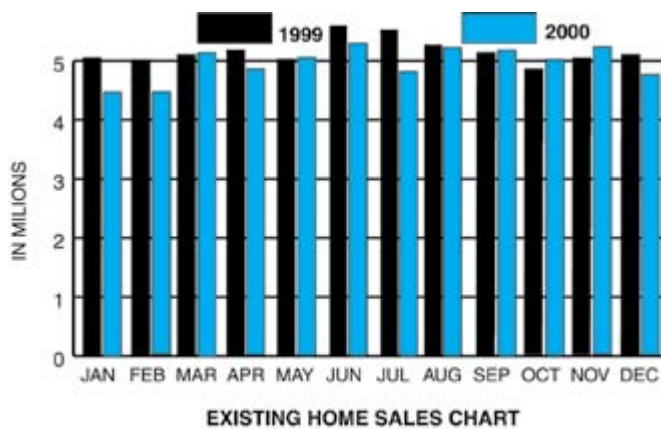
VENTURA, CA—An estimated 1.593 million privately-owned housing units were started in 2000, 4% below the 1999 figure of 1.666 million units. The total of existing home sales for 2000 amounted to 5.03 million units, off the 5.20 million mark set in 1999 by 3.2%. HUD-Code unit shipments for all of 2000 totaled 250,441, down some 28% from the 1999 total of 348,102 units. Total new home sales for all of 2000 was 898,000, a drop of 1% from the all-time sales of new homes posted in 1999 at 975,000 units.



HOUSING STARTS CHART

Housing Starts Unchanged in December

WASHINGTON, DC—Housing starts in December were at a seasonally adjusted annual rate of 1.575 million units, according to the Commerce Department's Bureau of the Census. This level is virtually unchanged from the revised November seasonally adjusted annual rate of 1.570 million units. December's mark is however 11% below the December 1999 rate of 1.769 million units. Single family housing starts in December 2000 were at a rate of 1.3 million units, a 6% increase over the November figure of 1.23 million units.

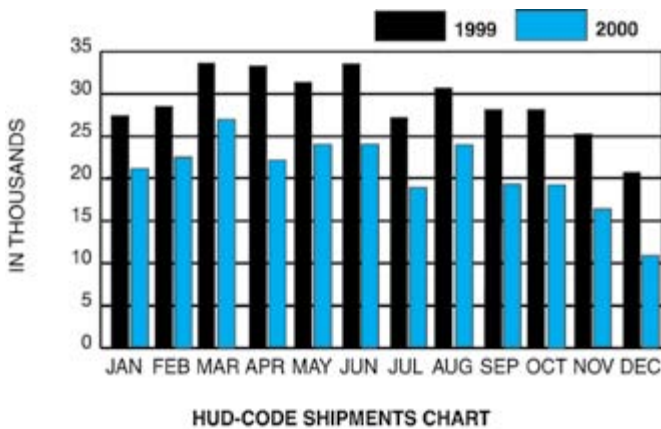


EXISTING HOME SALES CHART

Existing Home Sales Drop 7% in December

WASHINGTON, DC—Existing single family home sales fell 7.4% in December, according to the National Association of Realtors, but 2000 marked the second highest year on

record for sales. Existing homes sales for December fell to a seasonally adjusted annual rate of 4.87 million units from an upward-revised November level of 5.26 million units. The December 2000 mark was 5.3% below the 5.14 million unit pace of December 1999. Home sales declined 6.6% in the south, declined 2.1% in the west, 10.6% in the northeast and 14.5 % in the midwest. The national median existing home price was \$140,000, up 4.7% from December 1999; for all of 2000, the median price was \$139,1000 up 4.4 % from 1999.



HUD-CODE SHIPMENTS CHART

HUD-Code Home Shipments Plummet in December

HERNDON, VA—HUD-Code home shipments for December dropped sharply again to a total of 11,257 units, down from the November total of 15,913 units, according to the National Conference of States on Building Codes and Standards (NCSBCS). The December drop was slightly less than 50% compared with the December 1999 total of 21,719 units shipped. For December, Texas led all states with 1,143 units shipped, followed by Florida at 729 and North Carolina at 726 respectively.

New Homes Sales Jump in December

WASHINGTON, DC—Sales of new single-family homes jumped a sizable 13.4% in December to a rate of 907,000, the biggest monthly gain in more than four years, according to the U.S. Department of Commerce. This followed a bigger than reported drop in November sales, which amounted to 7.1%. Sales were up 38% in the west, 22.1% in the midwest, down 8.1% in the northeast and down 0.7% in the south.

Construction Starts Hold Firm in December

NEW YORK, NY—The value of new construction starts edged up 1% in December to a seasonally adjusted annual rate of \$456.3 billion, according to the F.W. Dodge division of the McGraw-Hill Co.'s. A surge of non-residential building offset declines for residential building and non-building construction (public works and utilities). For all of year 2000, total construction advanced 3% to \$460.6 billion, marking the ninth straight year of expansion. Residential building dropped 7% in December, with single family hous-

ing down 12% but multi-family housing up 26%.

Fed Cuts Key Interest Rate Twice: Dow Jones Soars

WASHINGTON, DC—Faced with a rapidly slowing economy, the Federal Reserve unexpectedly cut a key interest rate by a half point, the first rate decrease in two years. This followed a series of six rate hikes in 1999 designed to keep the economy from 'overheating.'

The rate cut was unusual in occurring between the central bank's interest-rate committee meetings. The Fed said it was cutting its target for federal funds rate-- the interest banks charge each other on overnight loans -- to 6% from 6.5%, a nine-year high. It also cut a largely symbolic discount rate by a quarter point to 5.75.

On the last day of January the Fed again cut the rate by another half point to 5.5%. This came after a two-day, closed-door meeting of the Fed's chief policy making group, the Open Market Committee. The Fed said the move was made against the backdrop of a weakening economy, rising energy prices and pressure on business profit margins, circumstances which "called for a rapid and forceful response of monetary policy." This marked the first time since Chairman Alan Greenspan took his post in 1987 that the rate has been cut a full point in a single month.

Mortgage Rates Lowest in 21 Months

WASHINGTON, DC—Mortgage rates declined during the second week of January to the lowest levels in 21 months for 30-year, fixed rate and 15-year mortgages. The average interest rate on a 30-year fixed-rate mortgage fell to 6.89%, down from 7.07% the previous week. Fifteen-year mortgage rates, popular for refinancing, declined to 6.49% down from 6.74% the previous week. The week's mortgage rates were the lowest since April 23, 1999 when they averaged 6.88%.

HUD Raises Mortgage Insurance Limit

WASHINGTON, DC—The U.S. Department of Housing and Urban Development announced that it has increased by about 9% the amount of a home mortgage that it will insure. HUD provides a mortgage insurance through the federal Housing Administration (FHA). FHA-insured loans are an aid to many home buyers because the agency requires only a 3% down payment, all of which can come from family members or others. The new loan limits are part of an annual adjustment to account for rising home prices, HUD said.

Policy Expert to Head Housing Commission

WASHINGTON, DC—Conrad Egan, director of policy for the National Housing Conference, has been selected as executive director of the Congressionally-mandated Millennium Housing Commission. The Commission was created by Congress in 2000 to conduct a study that examines the importance of housing, particularly affordable housing, to the U.S. infrastructure and explore possible methods for increasing the role of the private sector in providing affordable

housing.

New Film Production Firm for Building Industry

SAN FRANCISCO, CA—A new film production company has been formed to develop commercials and other media products for the building industry. Celadon Films of San Francisco is headed by commercial film veteran Deirdre Honick, whose production credits include nearly 20 years of work for well-known companies and products. "We know that aggressive marketers in the competitive construction industry understand the importance of up-to-date production values," says Honick, "and we look forward to talking to people in various building sectors." Honick, who hails from the U.K, began her career in communications with the British Broadcasting Corp. (BBC), first in the Overseas Service, Chinese Section, and then in television. Her work in the U.S. includes clients ranging from automotive to the oil industry, among others. Mrs. Honick is the wife of AB columnist Joseph J. Honick. Headquarters for Celadon Films is 485 Parker Ave, San Francisco, CA 94118. Tel: 415-305-5342. E-mail: deirdrehonick@earthlink.net.

Fleetwood Forms Alliance with Warehouse Club

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AB Company News

Aiphone Corp. Names Three to New Positions

BELLEVUE, WA—Aiphone Corp. has appointed Tak Kaniye as President/CEO. Kaniye is responsible for the overall operation and sales of the company. Kaniye comes to Aiphone from the parent company, Aiphone Co., Ltd., Nagoya, Japan. For the past five years he was the export department manager, with responsibility for the company's international business development which included all sales and marketing activities.

Aiphone has promoted Harry Quanz to executive vice president/general manager and Marvin Holland to engineering services manager. Quanz is responsible for the overall operations of the company, as well as overseeing all of the marketing and residential sales activities. Previously, Quanz served as executive VP of marketing. Holland is responsible for managing the special order products department, as well as overseeing repair and quality assurance. Holland comes to Aiphone from the Closet Factory, where he served as general manager.

Aiphone Corp. is the North American division of Aiphone Co., Ltd., one of the world's largest intercom manufacturers.

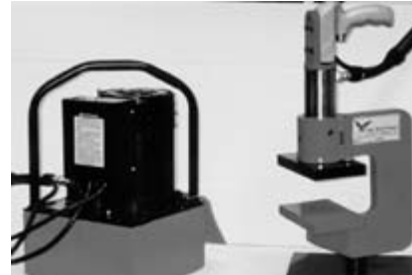
South Central Show Set for Tunica, MS Again

ROSWELL, GA—Following a successful launch and stronger second year in Tunica, MS, all parties agreed that the South Central Manufactured Housing Show would be held at the Grand Casino and Convention Center on March 21-23, and on dates for the next three years. Bill Meyer, show chairman, noted that in 2000, over 3,000 retailers, community managers and builder developers attended the show. The show has the reputation of being the largest outdoor MH show in the

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AB Company News

world. Expected to be showcased are 200 new homes and 49 new booths -- bringing the total of service and supplier booths to 203. Local Tunica attractions include casinos, comedy clubs and restaurants.

California MH Institute Honors Taylor, Evans

RANCHO CUCAMONGA, CA—Alfia Taylor, former owner and operator of Sav-On Manufactured Home Sales, and Ed Evans, president, E.P.M.- Lake Park Sales, were honored at the March 15 Jack E. Wells Memorial Awards Banquet held at the CMHI Annual Convention in Palm Springs, CA.

Taylor received the Jack E. Wells Award, presented annually to an industry member for outstanding leadership and service. Alfia Taylor began her career in manufactured housing in 1968 as a salesperson for Bonanza Mobile Home Sales, Corona, CA. Taylor served on the CMHI board of directors from 1991 until retirement in 1999.

Ed Evans' company operates ten communities, containing over 2,000 home sites, which have achieved national recognition as being among the most advanced developments in California. Evans has served as a member of the CMHI board of directors for the past ten years. He was awarded the Jack E. Wells Memorial Award in 1990.

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AB Company News

RIVERSIDE, CA—Fleetwood Homes, one of the nation's leading producer/retailers of manufactured (HUD-Code) housing announced an alliance with SAM'S Club, a division of Wal-Mart Stores, Inc. Fleetwood will offer home buying incentives to SAM'S Club members in certain markets. The program allows SAM's Club members the chance to buy a new Fleetwood manufactured home at a pre-negotiated discount price. In addition, the buyer will also receive a Fleetwood rebate available in SAM's Club gift cards, which can then be used to buy products needed for the new home. The program was launched in January in Houston, Jacksonville and Arkansas markets.

California Adds NFRC Requirements

SILVER SPRING, MD—Regulations enacted recently in California include a new requirement that site-built fenestration products in large, new, non-residential construction be certified and labeled by the National Fenestration Rating Council (NFRC) for U-factor and solar heat gain co-efficient. The California Energy Security and Reliability Act, signed last year by Gov. Gray Davis as part of the state's efforts to deal with a shortage in energy supplies, requires the California Energy Commission to adopt an array of new energy efficiency standards for residential and non-residential buildings which go beyond the existing Title 24 requirements. Residential construction requirements are also affected, including eliminating the credit for interior shading devices and placing an emphasis on the window itself to meet new SHG requirements.

AB Company News

Alpine Names Mazzenga, Huneke to New Posts

POMPANO BEACH, FL—Joe Mazzenga has joined Alpine Engineered Products, Inc. as wall panel product manager. He recently served as general manager of All Seasons Co., Denver, CO, and with Wickes Lumber prior to that. He will be based in Pompano Beach. Tom Huneke, P.E., formerly with Lumbermate Corp. and Alpine, has been named head of Alpine inside sales and will be based in Earth City, MO.

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Automated Builder®

The Web Site

- 1 Our Web site has been redesigned**
Customers seeking information on in-plant building technologies, manufacturers, builders and suppliers can easily find what they need.
 - 2 Our Web site now averages over 1,750 hits a week**
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Truss Designers

Current Employer Listings!

Alabama:
Central - \$25-55k

Arizona:
Phoenix - \$30's -55k

Arkansas:
Western - \$35-75k

California:
Sacramento area - \$35-50k
Stockton area - \$40-52k

Colorado:
Western - \$30-70k
Near Denver - \$25-45k
N. of Denver - \$25-75k

Florida:
Sarasota area - \$30's to high \$50's
Cocoa Beach area - \$30's to high \$50's
Orlando - \$30's - 40's

Illinois:
Rockford - \$35-50k
Near Chicago - \$35-50k

Indiana:
South of Indianapolis - \$32-55k
Near Louisville KY - \$30-49k
Indianapolis - \$30's to high \$50's
Syracuse - \$35-65k

Iowa:
Near Des Moines - \$30-40K

Kentucky:
Louisville - \$34-52k
Southwest - \$30's to high \$50's

Maryland:
West of Baltimore \$32-55k+

Mass:
Southwest of Boston \$30-60k

Missouri:
S. of St. Louis - \$30's to high \$50's

Minnesota:
Near Souix Falls - \$30-45k

Nevada:
Las Vegas - \$30-70k

Nebraska:
Eastern - \$30's to high 50's

New Jersey:
North of Trenton - \$32-55k+

North Carolina:
Central - \$32-55k+
West of Charlotte - \$32-55k+

Ohio:
East of Columbus - \$32-55k+
South of Cleveland - \$32-55k+
Canton - Upper \$30's to upper \$50's
Youngstown area-\$30's to high \$50's
Northwest - \$30's to high \$50's

Oklahoma:
Tulsa - \$35-75k

Pennsylvania:
South of Pittsburgh - \$32-55k+

South Carolina:
Greenville area - \$30's to high \$50's

Tennessee:
Nashville: \$32-55k+

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| Consultants - Mfg ☐ | ☐ Professional Services |
| Design/Layout Services ☐ | ☐ Publications / Videos |
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Design Managers

Current Employer Listings!

Florida: \$40-50k base

Small plant near Cocoa Beach, \$1.5mm truss manufacturer has opportunities for working design manager. Alpine is preferred, but similar software experience is accepted. Great opportunity for a lead designer to take the next step. Great benefits, low cost of living, near the beach. #E5029-3

Indiana: \$60's

Growing \$11 million dollar manufacturer has an opportunity for a Design Manager or Supervisor using MiTek software for both truss and panel design. Alpine, Truswal, Comsoft, or similar experience is acceptable. A great opportunity for a senior or expert level designer to move up. Company has 14 locations and produces \$80mm annually. #E5015-3

Nebraska/Iowa: \$30's to \$50's

Salary base on experience. Design Manager opportunity for a \$14mm, Midwest truss manufacturer. Truswal experience preferred. Alpine or MiTek experience will be considered. AutoCad experience is a plus. Average 50+ hours a week all year. Panel design using AutoCAD. #E5014-3

Indiana: \$35-65k

Advanced or Expert level truss designers needed. An opportunity for advancement into working design manager position. Rebuilding department, 2-3 designers needed. Opportunity for a leader to bring his friends. Cost of living bonus of \$10-15,000 from most areas. Truss Designer needs are key, panel secondary.#E5002-1

Design Professionals

PE's, EIT's, Drafting

PE - Nevada: \$60-100k

Truss, panel, I-Joist, repairs, general review. Seals that are applicable. NV, CA, CO, NM, maybe AZ. #E5010-3

PE - Seattle & Tampa: \$30-50k

Truss design software and plate provider has opportunities for PE's, and EIT's in their regional offices. Seals are desired, but not required. #E5016-3

Structural Designer - Denver: \$35-55k

Produce AutoCAD shop drawings for wall and floor panels and roof truss systems including dimensions, reference points, plan views, building elevations, individual panel elevations, connection and bracing details, and standardized parts labeling and quantity breakouts. Experience with AutoCAD required. Knowledge of Mitek, Keymark, Access, Excel, and Word is helpful. #E5025-4

PE - Denver: \$35-75k

Structural Engineer for design analysis, engineering seal and estimates for light gauge steel wall panels, components, and truss systems. Experience with Mitek, Autocad, Keymark, Stadd, Excel, and Word is very helpful. AutoCAD required. #E5025-4

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AB Coming Events

MARCH

14-16 California Manufactured Housing Institute Annual Convention, sponsored by the CMHI at the Riviera Resort & Racquet Club, Palm Springs, CA. Contact 909-987-2599.

15, 16 8th Annual Workshop on Forest Products Marketing, sponsored by the Center for Forest Products Marketing and Management at Virginia Tech, in Blacksburg, VA. Contact Bob Smith, 540-231-5876, e-mail: rsmith4@vt.edu.

17-20 Modular Building Institute 19th Annual Convention & Trade Show, at the Regent Las Vegas Hotel, Las Vegas, NV. Call MBI at: 804-296-3288.

18-20 3rd International Green Building Conference, at the Seattle Westin Hotel. Contact: 301-230-9040, or toll-free 866-374-3976.

19-21 Nashville Manufactured Housing Show at the Opryland Hotel, Nashville, TN. Contact Bonita Hamm at 800-989-8642.

19-April 13 TrussTech Truss Designer Training Course Contact the Component Systems Institute at: 800-781-0172, ext. 2.

21-23 South Central Manufactured Housing Show sponsored by the Alabama Manufactured Housing Institute and the Mississippi Manufactured Housing Assoc., at the Grand Hotel Casino & Convention Center, Tunica, MS. Contact Dennis J. Hill at 770-587-3350.

21-24 Building Energy 2001, organized by the Northeast Sustainable Energy Assoc., at Tufts University, Medford, MA. Contact 413-774-6051 or www.nesae.org.

APRIL

26-29 Southeastern Truss Manufacturers Assoc.

Seminar, at the Cable Beach Radisson Golf Resort & Casino, Nassau, Bahamas. Contact 888-577-8754.

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[] Modular Home Mfr. (46)
[] Combination Mobile/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)
[] Recreational Vehicle Mfr. (27)
[] Marine Home Mfr. (28)

- 2. DEALER OR DEALER BUILDER
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[] Modular Home Dealer (43)
[] Combination Mobile/Manufactured and Modular Home Dealer (45)
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[] Office/Commercial/Industrial or other Special Unit Dealer (48)

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