

ABS HAPPENINGS

Issue 9—07.14.16

Working with their customer last winter, our builder, Key's Contracting, completed 7 vacation rentals on Overseas Highway in Marathon FL..

Each home has 4 bedrooms and 2 baths with its own laundry area making it very convenient for renters whether staying a week or a month.

Each vacationer will be able to enjoy their own private hot tub located under the house, a kayak provided for each unit, and the centrally located swimming pool. Best of all, because this is located on a point, the gulf/ocean is on three sides of the property. What a view. We think this property will probably have a great rental following.



Photo by Rob O'Neal

The Key Deer, member of a subspecies of the Virginia white-tailed deer, is found nowhere else in the world. It is thought that they came to the Keys from the mainland across a long land bridge and were isolated from their relatives, somewhere from 6,000 to 12,000 years ago, when the Wisconsin Glacier melted. The waters rose and divided this land bridge into the islands of the Florida Keys.



**Vaca Point
Overseas Hwy, Marathon, FL**

**1 story Ranch
1,740 Heated / Cooled SF
1,980 SF Under Roof
4BR 2 Bath**

AFFINITY
BUILDING SYSTEMS. LLC

OPEN HOUSE!




It's a known fact in our industry, that once a customer comes to the factory and sees the process they finally get it! They see the materials being stored indoors. They see the methodical production of a home with quality control checks and balances. They see the engineering systems put into place from the ground up. They see the specific raw material being monitored so that they know what is going into their home. Once they come to the factory for a plant tour, they are convinced that this is the way to go. Why is that? Well, sometimes it is just hard to explain, you just have to see it yourself.

Affinity's Open House is a perfect opportunity for you to bring your customer to take a tour of the factory, see how homes are built, ask their questions, look at the materials, etc. Let the plant tour be your closing tool!

If you aren't able to come with them, please let us

know if advance that they are coming. We have a different sales person on hand the 2nd Saturday of each month from 10:00 to 2:00. The Saturday tour is a special time that we have set aside for new customers. If your customer needs to go over their specs on a particular house, please set up a separate time with your sales rep for this. To make this an even better opportunity for you, any customer that comes in for a factory tour will receive a \$1,000 discount coupon off the price of their home.* (see restrictions on coupon) We hope you will take advantage of this time. It is a great sales tool for you!

Promotional Coupon



Pay to the order of _____ \$1,000.00

One Thousand Dollars and 00/100

*Promotion discount is valid towards the retail price of any ABS home. Customer must visit Affinity Building Systems manufacturing facility in Lakeland, Georgia to redeem this promotion. Limit one per customer and home purchase. This offer cannot be combined with any other incentives and is valid for a period of 1 year from the factory visit. Coupon must be validated at the factory by the person conducting the tour.

Validation Signature: _____

This promotion cannot be combined with the factory tour promotion and is valid for (1) year from factory visit. Must be validated at the factory by the General Manager

2016 SEBC Show

The 2016 SEBC is a two-day (July 28-29) Expo Show and a four-day (July 27-30) networking, professional development and continuing education conference located in Kissimmee, FL for anyone and everyone working in the building industry.



Celebrating 38 years in 2016, The Southeast Building Conference (SEBC) is the largest building industry trade show in the southeast. As the premier trade event, the SEBC includes outstanding educational programs featuring three days of hard-hitting seminars, networking opportunities, round table discussions and industry briefings.

Stop by and visit us at our **booth # 1015 - 10:30 AM —5:30 PM on Thursday,**

July 28th and 9:00 AM—3:00 PM on Friday, July 29th.

We look forward to seeing you then.

Didjano



The plumbing in your base cabinet from Affinity will be through the wall, not the floor. (Photo on the left) The advantage of this is that it frees up space in the base cabinets for storage. It's neater, cleaner and follow "best practices" in building. Each PEX water line has a shut off valve including a main shut off valve at the Water Heater. All hot and cold water lines are PEX and have brass fittings, not plastic.

I came across a great article to use as a reference when a customer is considering modular. The article addresses the advantages of modular construction. While the article is geared more towards commercial, The advantages also apply to residential. Take a moment to read this, and book mark it for you to return to or send to your customers. The article is entitled:

Principal's seeking a JV financing solution for your CRE project look no further Build your next project SMARTER not HARDER

https://www.linkedin.com/pulse/because-modular-construction-takes-half-time-real-can-smereczynsky?trk=hb_ntf_MEGAPHONE_ARTICLE_POST

Copy and paste this link into your internet browser

Product change notices are issued when we make changes to our standard specifications. Below are those that have been issued recently.

PCN#3 2016

As you know, HVAC air handlers have a condensate drain system. Should the drain become accidentally clogged, including anywhere down stream, water damage can occur, many times undetected. Unfortunately, this can lead to costly repairs.

To prevent the overflow there must be a reliable way to shutdown the equipment thereby preventing water damage to the home. In some counties this is code. Effective with Serial #261, Feb. 4, 2016, ABS homes with installed HVAC systems will have a condensate overflow safety switch to prevent this accidental flooding.

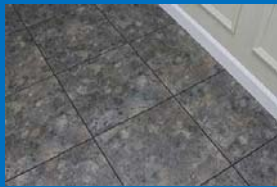
PCN#4 2016

In the past, exterior sheathing on ABS homes was held back to allow the installation of straps for the foundation to rim joist fastening on site. Since more and more builders requested that we bring the sheathing all the way to the bottom of the rim joist this change was implemented effective with S# 258 on Feb. 15, 2016 Any other application must be noted on the spec sheet. Please let your sales person know if you need a different application than this.

PCN#5 2016

Vinyl tile squares are standard in ABS homes, to include all wet areas. New samples from a new supplier were sent out in March to replace the colors on your board. Effective with any home calling for vinyl tile, going on line after March 16, 2016 will the new vinyl from Syntec Industries. Madera® LVT comes in 18x18 squares & optional 6"x36" wood look vinyl planks. Additional colors can be seen at:

<http://www.syntecind.com/manufactured-housing/madera-lvt/madera%C2%AE-lvt>



Tarpon Harbour, Marathon, Florida is a planned 106 unit Class A multifamily rental housing community that was developed in the City of Marathon on the ocean side of the Overseas Highway (U.S. 1) near Mile Marker 51. The development consists of multiple townhouse duplex buildings as well as two & three bedroom single family units. In addition to boat slips there is a clubhouse (see photo above) and two pools for residents. Affinity Building Systems provided this lovely building which enables the “affordable workforce housing” residents to relax in style. Designed from the ground up with island colors and décor, the building has a fitness room, offices, and a large gathering room for resident functions.



Here’s a view from the gathering room towards the small kitchenette and door to the grand porch which opens to the pool.

The gathering room has a beautiful coffered ceiling, arched doorways that open to a foyer with a tray ceiling. Columns with special lighting surround the gathering room



1771 SF H/C
2123 SF U/R



Looks who's new!

Kelsie Gruver joined us in November of last year as a sales assistant. In March she was promoted to Service and Warranty Manager and assisting the Purchasing department

Kelsie is originally from New Jersey and moved to our area 8½ years ago with her husband, who is in the Air Force and stationed at Moody Air Force Base in Valdosta GA. Kelsie's skills from her previous employment in manufacturing at Chaparral and Robalo Boats was a perfect match for what we needed here at ABS.

As a New Jersey girl in the South, she enjoys cooking, kayaking, the beach, her 2 dogs, and spending time with friends.



Lumber prices and strength

Over the course of the past year, after SYP was down graded by the American Wood Council in 2012 with regard to strength and span capabilities, we have had to make some adjustments in our floor system. We have had to include additional lumber to our supporting rim joists. Each home is engineered to the specific details of the elements, foundation, orientation, wind zone, load requirements, etc. However, we are seeing more and more often the need for additional in order to meet the spans required.

The builder has 2 choices, spend more money on pilings and beams to carry the load, or spend more on the lumber used in the floor system. Many times this cannot be determined until the home is fully engineered and/or until the foundation details are made known to us by you, our builder. Once we have this information, it often results in an increase in the sale price.

If you know at the time you request a quote that you are placing the home on pilings, and that you intend to park below, or that the span is such that these circumstances will exist, please ask your sales person to include these costs in your quote. This will help to eliminate any surprises as you get closer to the contract date with your customer. ABS is investigating what other options are available for handling the spans and will let you know if future newsletters.

Contact Us

Give us a call for more information about our homes

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Matt Henkener, our Production Manager, moved here from California joining the ABS team in December. Matt has 40 years experience in construction and 22 years in factory built housing. He was born and raised in Dayton, OH, and graduated from Black Hills State College in South Dakota with a BS in Education. Matt's wife joined him here in May after their home sold in California. Matt lettered 4 years in Football and Baseball in college. Matt's hobbies include cooking, traveling and Golf. I've been trying to get an invitation to taste some of his grilled masterpieces!

Before his position in California, Matt worked with ABS head of Engineering, Robert Strickland, and CEO, Tony Watson at Barvista Homes in Colorado. It is great to have an experienced Production Manager on our team.