

Issue 6—9.18.15



# Beautiful Beach Front View—St. Augustine, Florida on the Atlantic Ocean

Take a walk on the coast line in St. Augustine, Florida and you might just see one of our custom homes. Mr. John Valdes shared photos with us of a house built by Affinity for his customer. You can tell by the house that Mr. Valdes construction team did a tremendous job on the site work to get the look & feel that their customer wanted.

Anyone that has worked with us knows that our product line is diverse to say the least. Mr. Valdes left much of the finish work to his crew to be done on site. He completed all cabinets, countertops, elevator, appliances, flooring, some of the porches, some of the roof, etc. on site.

While we can't take credit for the view, all the doors, windows and most of the porches on this home were designed to optimize that million dollar view. We admit, it is easier to utilize a plan that has already been designed. While custom plans are great, it is much easier to go with a stock plan. ABS will be adding some new ones to our web site soon. Check back often for those updates.

Square Feet H/C—3,560 Square Feet U/R—4,984







### Child Fall Protection Locks on your windows—Reducing Accidental Window Falls

Child Protection Locks for windows were devised as an alternative to raising the sill height requirement implemented by the International Residential Code. A copy of the reasoning behind this decision is attached.

These small devices work for their intended purpose however they can be easily broken, and are often damaged before your customer takes possession of the home. The locks are designed to be a hindrance to a child, but for the average adult, a good push, without properly unlocking the device will brake the device. Subcontractors are in and out of the home and frequently raise the windows for air flow. The locks are expensive and time consuming to replace. Affinity Building Systems is now shipping the locks separate with your ship loose materials. You can easily add them to the windows after all work is completed inside the home and just before the customer takes ownership.

They are boxed, labeled and added to the ship loose list. Let that be one of the last things you have your crew take care of just before handing the keys over to the new owner. Let us know if you have any questions on this.

#### Affinity "DIDJANO"

Didjano— For homes with James Hardie lap siding Affinity uses a 4/4 James Hardie trim board for window trim, door trim and corner trim. The thickness of the 4/4 trim allows us to install the lap siding snug against the trim board providing a good clean finish for the siding application. Not only does this application provide a cleaner appearance it provides better protection from water infiltration and does not create a space for spiders or other insects to collect. Just one more little detail adding to the value of an Affinity home.

Didjano— Affinity Building Systems includes an engineered HVAC system in our homes. A licensed HVAC contractor will utilize the home design, specifications and final home location to calculate the system size as well as the optimal location of all registers and return air. The air handler comes installed or shipped loose for an onsite attic installation. The condenser is shipped loose for site installation by your HVAC contractor. Affinity installs as much duct work as possible here at the factory. Some ducts and/or trunk lines may require site installation once the roof is raised. Having the system provided with the home means less work on site and is more convenient for you as the builder.

#### Building Code—Shingle installation for Low Slow Applications and Underlayment

Many homes going to coastal areas have height restrictions depending on the wind zone. If you are considering using shingles as your finished roofing material, here's a reminder for you. The International Building Code requires that shingles only be used on roof pitches

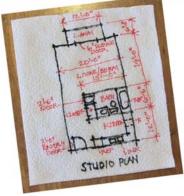
of 2/12 and above. Any roof pitch below 2/12 must utilize a different finished roofing material. Some contemporary designed homes have a low sloped roof and they are also affected by this code.

**1507.2.2 Slope.** Asphalt shingles shall only be used on roof slopes of two units vertical in 12 units horizontal (17-percent slope) or greater. For roof slopes from two units vertical in 12 units horizontal (17-percent slope) up to four units vertical in 12 units horizontal (33-percent slope), double underlayment application is required in accordance with Section 1507.2.8.

Also, any shingled roof that is from a 2/12 to 4/12 in pitch will require a double layer of underlayment. Please keep this in mind when providing specifications to us for your homes.



#### **Drawing Fees**



As you know, customers often request pricing on floor plans that have not been drawn for modular homes. They have something sketched out on a piece of paper or worse, a napkin drawing. It is not realistic to give you a qualified estimate until the plan is drawn. Affinity has not been charging for this service and recently our drafting department has been bogged down with revisions to the black line drawings. In an effort to curtail the number of revisions we will do 2 revisions at no charge. After that a \$250 drawing fee, payable in advance will be charged for each subsequent revision. Please let your customer know this as you start to work with them. We will revisit this in the future to make sure it is working for all of us. We believe in the long run this will speed up the process of getting the customer to their final drawing, pricing, and sale.

# AFFINITY Building Systems



John Valdes & Associates , our builder that did this Beautiful Beach house in St. Augustine has their own approach to using Modular Construction which is described on their web site. Here is a excerpt from their web site.

Hybrid system construction is a combination of the use of conventional methods and materials and/ or with the use of precast concrete panels and /or with the use of modular components together to create a home or building. Practically speaking all precast concrete panel buildings are hybrid structures as they will have a conventional component to them in the form of the concrete foundation, interior walls, floor framing and roof framing. Modular construction also has a hybrid element to it as the module components are set on a conventionally constructed concrete block stem wall or pier system. John Valdes and Associates has on occasion constructed homes that use all three construction methods together to create one finished product. It is almost impossible to visually determine the difference between the construction systems used when observing the finished product either from the exterior or the interior of the home or building.





What is it that attracted you to utilize modular construction in your business? An article on line at Modular Building Institute clearly defines some of the reasoning behind the choice to use Modular construction.

The factory-controlled process generates less waste, creates fewer site disturbances and allows for tighter construction.

- Less Site Disturbance Onsite traffic is greatly minimized from workers, equipment and suppliers.
- Greater Flexibility and Reuse Modular buildings can be disassembled and the modules relocated or refurbished for new use, reducing the demand for raw materials and minimizing the amount of energy expended to create a building to meet the new need.
- Less Material Waste When building in a factory, waste is eliminated by recycling materials, controlling inventory and protecting building materials.
- Improved Air Quality Because the modular structure is substantially completed in a factory-controlled setting using dry materials, the potential for high levels of moisture being trapped in the new construction is eliminated.

Construction of modular buildings occurs simultaneously with site work, allowing projects to be completed in half the time of traditional construction.

- Reduced Construction
   Schedule Because construction of modular buildings can occur simultaneously with the site and foundation work, projects can be completed 30% to 50% sooner than traditional construction.
- Elimination of Weather Delays 60 - 90% of the construction is completed inside a factory, which mitigates the risk of weather delays. Buildings are occupied sooner, creating a faster return on investment.
- Built to Code with Quality Materials Modular buildings are built to meet or exceed the same building codes and standards as site-built structures, and the same architect-specified materials used in conventionally constructed buildings are used in modular construction projects – wood, concrete and steel.

Modular buildings are built with the same materials and to the same building codes and architectural specifications as traditional construction. Once assembled, they are virtually indistinguishable from their site-built counterparts.

- Safer Construction The indoor construction environment reduces the risks of accidents and related liabilities for workers.
- Better Engineered Building & BIM PMC relies on advanced BIM for visualization to assess the energy performance and identify the most cost-effective efficiency measures. PMC is ideal for the use of this technology where the construction process is already a collaboration of systems, materials and people—much like the software itself.
- Limitless Design Opportunities Modular units may be designed to fit in with external aesthetics of any existing building and modular units, once assembled, are virtually indistinguishable from their site-built counterparts.



We're all working together; that's the secret.

By Sam Walton

ffinity is growing and has two new employees. Suzanne Sellers has joined us in the Sales department as our Sales Coordinator. Suzanne moved to our area from Illinois to be near her daughter and grandchildren. She will be assisting the sales team as well as helping builders and customers with questions as they come up. Suzanne has extensive administrative experience and is a great asset for us.

ur second addition is Bill Gandy. Bill is an experienced construction company owner who also has experience in residential and commercial building estimating. His background includes twenty plus years of estimating, sales, drafting/design and plan review. Bill will be working in estimating and costing which is an area that is critical in any company. His experience will help him adapt quickly to the modular concept.

elcome Suzanne and Bill. We are very happy that you have joined our team!

## **Contact Us**

Give us a call for more information about our homes

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Send us your **finished** home photos! We love to see your finished projects and want to share them with all our builders. **Interior** photos are always welcome as well.

# Builders see shortages of labor—Especially Sub-Contractors

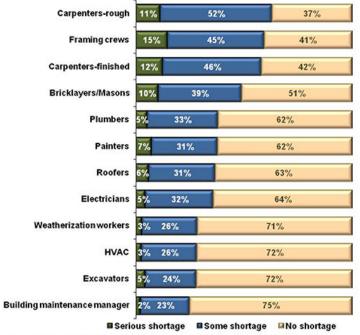
Have you noticed it is harder to get experienced labor these days? Are you having trouble finding help? Are the same subs available to you today that you used a year ago?

Recent survey data from NAHB show that shortages of labor and subcontractors have become substantially more widespread since 2013. The incidence of reported shortages is now surprisingly high relative to the current state of new home construction, which has only very partially recovered from its 2008 downturn. The shortages are also particularly acute for workers with basic skills like carpentry, who are needed in substantial numbers for the construction of any home.

In addition, the survey data show more builders reporting a shortage of subcontractors than of workers they employ directly. Partly as a result, costs of subcontractors are rising faster for builders than costs of directly-employed workers. The implication is that any reporting of construction labor statistics that ignores the effects of subcontracting is likely to understate the magnitude and impact of the shortages.

Another reason why Modular construction can is an invaluable part of your business plan!

Figure 1. Share of Builders Reporting Labor Shortages



Source: Survey for the NAHB/Wells Fargo Housing Market Index, June 2014.

