

ABS HAPPENINGS

Issue 7—12.17.15

The Tiffany Residence
in Carillon Beach, FL

The first modular
home placed in this
subdivision.

Square Feet
H/C—1,850



Grand Floridian Builders, Inc & Mullin Architects

For those of us that grew up in Florida, this home evokes memories of that laid back atmosphere we grew up in. Sand, trees, foliage of all kinds and rambling frame houses, makes this home simple yet classic. Looks like it's been there for years doesn't it!? Shane Adams of Grand Floridian has captured the heart of old Florida with this lovely home. (Another photo on page 3)



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.

AFFINITY
Building Systems

Backlog / Production / Growth

Thanks to all of you Affinity Building Systems has been blessed with a lot of business and it occurred almost overnight. As of today we have a few production spots left in February and in March. These are on line dates, not off line dates. We realize this is not an acceptable position and, we have taken steps to improve our production rate.

Our first step was to add additional production personnel and when we are finished we will have tripled our production staff. We have been very fortunate to have been able to bring on some very experienced people. Our pay level is very good for the area and thanks to you we are able to offer stable employment.

Next, we brought back Dewaine Crews, no relation to Charles Crews. Dewaine used to be the production manager for Affinity when the company first opened in 2009, is familiar with our facility and our Affinity standards. Dewaine is our assistant production manager and is helping coordinate our growing work force.

We then hired Matt Henkener to be our Production Manager. Matt has served as Production Manager for me at two other companies and has built very similar modular product. He knows how to organize a production line and coordinate the daily actions needed to stay on schedule. He also knows that quality is to be maintained at a very high level. Matt came to us from California where he was serving as Production Manager for a national manufactured housing company. Matt started with us on November 16th.

Charles Crews will be full time Purchasing/Costing Manager for us. Up to this point Charles has been wearing a lot of hats—production, purchasing and costing. By adding Matt, Charles will now have the time to focus on materials and insure we have what we need on time and be able to shop for better pricing on material to help us be more competitive. Charles will also be over Costing since the cost of material is really what drives our pricing.

We are working towards a production line move every 10 hours and eventually every 8. We have struggled to get to that schedule. The addition of production personnel has helped tremendously and we are improving every week. Our goal is to be at a pace of one floor/section per day or a 33% improvement beginning as soon as possible. We will continue to grow with our business and we appreciate your trust in us.



Additional Growth

The growth in business requires us to strengthen other areas of our company as well. We have an excellent Sales Coordinator, Kelsie Gruver who is fast becoming a valuable asset. You will get to know her over the coming months. We also brought in a purchasing Clerk, Jamie Knudsen who is new to our area. She will be assisting Charles and Donnie in purchasing and has a great smile and personality. There's always a smile on her face. Which helps, working with Charles! We love you Charles!

Another new addition to our team is in Sales. Kem Mancil was a business owner in a family business and a life long local resident. He is learning the business from the ground up. Kem will focus his efforts in coastal Georgia and South Carolina.

As always, Robert Strickland, our engineering Manager, is stretched very thin and we are using outside help to provide black lines and submittal packages.

Home values continue to increase across the U.S., but some states are getting a bigger boost than others. Overall, home prices rose 6.8% in October versus a year ago, and 1% compared with September, according to CoreLogic's most recent report

Looking more closely at the data, only 12 states recorded price increases that exceeded the national average. Homes in the remaining 38 states and the District of Columbia fell below the average, with Louisiana and Mississippi posting year-over-year price declines in October.

Our of the top 12, 2 states are in our marketing area....

4) SOUTH CAROLINA

9% increase in home prices. Days of record rainfall in early October slowed the pace of sales by more than 5% in the Palmetto State during the month. New listings also fell by 9%, while inventory was down 6%. That lack of supply helped to push up prices, even as buyers dealt with near biblical levels of flooding.

6) FLORIDA

8.5% increase in home prices. Home sales in the Sunshine State eked out a 1.2% year-over-year gain in October, boosting the median home price for the 47th straight month. The healthiest price gains came in Charlotte County at 21.1%, Indian River County at 20.4%, and Bay County at 20.1%. Miami recorded a 7.7% increase in home values, and Tampa posted a 6.4% gain, according to the Standard & Poor's/Case-Shiller home price index.

To read the full article, click on this link [The 12 States with the Hottest Housing Markets](#)



Lakeland Georgia is located in Lanier County. Population of the county is around 10,000, with the city being around 3,000. Simple contributions by volunteers make life pleasant in a small community.

Gary Yeomans of the Lanier Fire Rescue volunteer fire department added this tree to our Lake Erma in the center of town. At night when the water is still, you can see the reflection almost as well as the tree itself.

Affinity Building Systems is blessed to be located in this community and supported by the towns people. Thank you Lakeland and Lanier County.



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Contact Us

Give us a call for more information about our homes

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We at Affinity Building Systems would like to thank you all for your business. It has been a great year! Our success this year was greatly dependent upon you and your business. We hope you have a great Holiday and we look forward to working with you in 2016!

Mr. Rick Hagel of Pintail Construction has been building "fish camps" for a number of years in Hackberry, Louisiana. We use the term "fish camp" loosely as you may recall one of his beautiful homes on our web site. Rick invested in equipment which allowed him to be hands on for all of his projects from the ground up. Installing wood piling foundations, handling his owns sets, all site work, interior and exterior finish, his customers always have the best! Rick has decided to retire and his equipment is available for sale.

Rick used a unique steel strap system for lifting the homes. When each module set was complete they simply cut off the straps and leave them between the walls. Experienced set crews know how difficult it can be pull rusty kinked cables through the rim joists, and re-rigging for the next module. With this system, it only takes minutes to rig for the next module. Available are 3 sets of spreader bars, small, medium and large. He has all the equipment (turn buckles, etc.) needed to rig the straps including 40 steel straps ready to go.

Equipment for sale:

325 Excavator + Movax Vibratory	\$45,000
Movax Vibratory alone	\$15,000
3 Sets of Spreader Bars with 40 Straps	\$16,500
40' Man Lift	\$8,000

Photos and a video have been uploaded to DropBox. Contact us for details.



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Affinity Building Systems LLC