

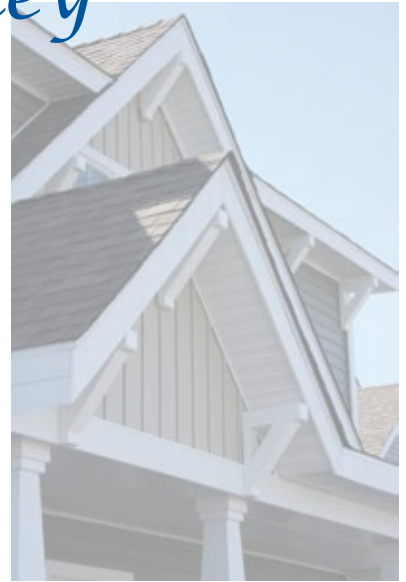
The Fabri Files

2006 PMHA Show in Hershey ... Unveils the Berkley

Our time in Hershey came and went quickly like always. We were glad to see so many of our builders turn out for the Show. The Berkley looked great and was definitely a crowd pleaser. The home was welcomed with many compliments by several in attendance. We were all extremely pleased with the way the home turned out and were glad to see our vision of a truly craftsman inspired home come together. The Berkley had a completely different look from everything else at the Show and proved once again that New Era continues to be the innovator in the industry!

Thanks to all those who helped to get the home ready for the PMHA Show. Without the hard work of our team on the production line here at the factory, the crew that went to help with the set and finish work of the home, and the 5 man crew that helped complete the last minute details the home wouldn't have been such a success! Thank you, your hard work is greatly appreciated.

Enjoy the pictures of our first craftsman home, the Berkley.



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Featured Home- Living the New Era Lifestyle

It never gets old meeting people who are happy with their homes and excited about living where they do. Two more such people were these residents of Jensen's Hillcrest, a 55 and over Community in Uncasville, Connecticut, Robert and Marsha Andersen.

Although they had only lived there for roughly six months, they were very glad to be there. They told us how they thought the world of everyone at the Jensen's Community. Also that it was refreshing to not have to beg or threaten if they had a problem, the staff always made sure things were taken care of.

We talked a lot about their home and our manufacturing process, to which they told us that they "can tell people took pride in making the home." It was also wonderful to hear that they were very satisfied and felt that they "got what they paid for".

As we sat in their sun room and talked more about the home and all the wonderful amenities that the home as well as the community had, it was striking to see how much people truly enjoy living in these communities.

The couple, even in the short amount of time that they had spent there, were pleasantly surprised with everything and very proud to call the house their home.

It was nice to spend the morning with such a nice couple. They are probably due back from Florida shortly to start enjoying their new home once again. Getting to see homeowners happy with our product and using it is always rewarding. Personally it was a joy to drive through Hillcrest which we are very excited to be a part of and really glad that we were chosen to be the exclusive provider of homes for this great community.

Thanks again to Robert and Marsha for allowing us to visit your beautiful home. We hope that you spend many more years enjoying your New Era home!



Builder Tidbits

*Please note that all New Era email addresses have been changed to Champion email addresses. All email names are the same but are now @championhomes.net instead of @new-era-homes.com.

*Congratulations to Daryl Smith and his wife, Susan, on the addition of a new baby boy, Riley, to their family!

*Welcome aboard to our newest Builders: Golden Rule Homes and Phillips Modular Construction.

*A special congrats to Westmoreland Human Opportunites that set their first three New Era homes for their Neighborhood Revitalization Program which helps homeless families acquire skills to live independently and secure permanent housing.

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The New Era Team

Many of you talk to the 'New Era Team' on a daily basis, but don't know our teams history or the knowledge that we are fortunate enough to have under our roof. The following two articles below are to help you meet your New Era Team and to salute some of our most valuable assets, our employees.

Get To Know Your New Era Team

Sometimes some of our most important people rarely have contact with our customers. A lot of what makes us successful as we are has to do with our people behind the scenes. One department in particular that gives us the ability to be a step ahead of our competition is our Engineering Department and one of the great guys in that department is **Jon Fye**.

Jon works as a Draftsman in our Engineering Department, but started working in production and has worked his way up. New Era has been lucky to have Jon on our team for the last **thirteen years**. His talent for being able to find ways to make the crazy things that we want work makes him an invaluable resource to New Era. Having guys like Jon in house has given us the ability to customize our homes and make the modifications that have become synonymous to our product. Jon's willingness to help out other departments, like Sales and Production, have helped us to work on the time frame that we need and is appreciated by all those in the other departments here.

Thank you Jon! We greatly appreciate all of your hard work and team mentality!

We Salute You

Certain people aren't always visible and in the spotlight at a big company, but are no less important. One person who isn't always in front of everyone here, but is extremely important to all of us is **Gwen Dolby**. Gwen works on our Payroll, is our Benefits Administrator, and is also the Production Manager's Assistant.

She is one of those people who is willing to help everyone out and can always be relied on to get tasks completed. Gwen's hard work over the last **seven years** has not gone unnoticed to both the folks out on the production line as well as in the office. As we transitioned under the Champion umbrella, she has been instrumental in the changes we have made at New Era. Thanks to Gwen the changes were easier for all of us. She does so much for all of us here and I doubt anyone has ever heard her complain, even in the added stress of all of the changes. Without Gwen we would be at a definite loss, she is a team player in the true sense of the word.

Thanks Gwen for all of your hard work and your great attitude! We at New Era are very glad to salute you today!!

Thanks to great people like Jon Fye and Gwen Dolby for making New Era Building Systems a class above the rest!

EMPLOYEE TIDBITS

***PLEASE WELCOME DARREN SMITH, JASON TERWINT, RICHARD REICHART, CATLIN ADAMS, BRENTON MANN, KEVIN ALLSHOUSE, DENNIS TAYLOR, AND DANIEL YORI TO THE NEW ERA TEAM.**

***CONGRATULATIONS TO GORDON "AXLE" EISENMAN ON HIS RECENT PROMOTION TO SALES COORDINATOR!!**

***THANKS AGAIN TO ALL OUR EMPLOYEES, ESPECIALLY OUR LINE GUYS AND FINISHING CREW, WHOSE HARD WORK ONCE AGAIN MADE A HOUSE THAT WAS SOMETHING TO TALK ABOUT AT THE RECENT PMHA SHOW IN HERSHEY.**

Your New Era Management Team

Elliot Fabri , <i>President of New Era Building Systems, Inc.</i>	Ext. 291
Ryan Bish , <i>General Manager</i>	Ext. 313
Bob Drumm , <i>Computer Information Officer</i>	Ext. 232
Chris Hepfer , <i>Engineering Manager</i>	Ext. 223
Mark Kriebel , <i>Purchasing Manager</i>	Ext. 226
Al Peters , <i>Service Manager</i>	Ext. 235
Scott Peters , <i>Director of Sales</i>	Ext. 312
Dan Rhoades , <i>Quality Control Manager</i>	Ext. 250
Dean Russell , <i>Costing Manager</i>	Ext. 292
Mike Shick , <i>Production Manager</i>	Ext. 244
Linda Slike , <i>Transportation Manager</i>	Ext. 236
Tina Wike , <i>Controller</i>	Ext. 294

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KOHLER.



INNOVATIONS FOR LIVING™

May / June 2006 The Fabri Files

Brought to Life in Custom Fashion

As with many homes that fall under the scope of custom, things don't always go as first anticipated; such is the dilemma facing our custom home that we will be profiling. There are many things that go into planning a custom home, especially one of this scale. Although we are running about a month behind schedule due to several delays with items on the customer's end, many details have been ironed out and we are closer than ever. All of the Kohler fixtures have been decided upon, the Merillat cabinetry that will be throughout the home have been selected and the kitchen layout is completed, Andersen windows, and the other selections in the home are finalized. Another reason that homes of this nature get delayed somewhat is due to the custom order items that are placed within the home. Due to this we have extended lead times on many of the items that will be going into the home. The hope is to get the home "on line" in early May.

Now that the weather is nice, we will be able to get some photos of the site. The foundation is set to be started the first week of May as well. By the next issue of The Fabri Files there should have been lots of progress on the home and much to report!

We welcome any comments, suggestions, or questions about The Fabri Files. Builders and New Era Personnel are welcome to submit articles, tidbits, or other items for the newsletter. Please forward all submissions or questions to Kari Nicolli, Marketing Coordinator, at New Era Building Systems. Contact information is as follows: knicolli@championhomes.net; (800) 678-5581 ext. 314



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Joe Biltrite is the official New Era Building Systems "spokesperson". Joe is our builder buddy and can help anyone discover why New Era is the leader in our industry. Look for Joe in every issue to see what Joe will say next!!

Lean Kicks off with KAIZEN!!!



In Our Next Issue...

Blue Skies and Sunshine...The building season will be in full swing! Look for more on our continued documentary following one of our custom homes which has the "line" as its next stop. You'll also meet two more members of the New Era Team and another happy homeowner. Learn what Joe will say next!

April 17th began "Lean" starting with our Kaizen Events here at New Era. "Kaizen" is Japanese term that means continuous improvement; "kai" means continuous and "zen" means improvement. It can also translate as "kai" to mean change and "zen" to mean good or for the better; which is the ultimate goal of "Lean" at our plant - to change for the good of the plant! Our Kaizen Kickoff Team consisted of Ryan Bish - General Manager, Mike Shick - Director of Production, Mark Kriebel - Director of Purchasing, John Rominski - Maintenance & Receiving, John Satkowski - Assistant Production Manager, Rick Nick - Utility, Mark Bunch - Safety & CI, John Chandre - Eastern Region CI, John Monaco and John Gledhill - Corporate Lean.

The Kaizen focus is to reduce the amount of steps taken by our production crew and make them more efficient. Items were added to our line such as a bench for hot water baseboard heat to be put together and an assembly bench for toilets. Plus storage areas were moved closer to where the items are needed and areas were organized to maximize floor space. The proof is in the results, though, and they told the story! Distance traveled was reduced by large percentages: Kitchen Sinks and Toilets- 78%; Kitchen Faucets- 94%; Vanity Sinks- 67%; Vanity Faucets- 91% - Over 607 steps a day were saved for this person!!!

We already have some guys on the line asking for their area to be next! More improvements are to come in other areas in the line as we each take our turn at Kaizen!