

The Fabri Files

Fall Show Recap 2007 Houses Were Just Some of the Action...

The Fall Show is almost two months behind us. Everyone that attended was greeted by four great homes to look at, tons of product information, and tours of our plant. Below are some of the pictures from the Show. Thanks to all of you who attended. Take a look at our Featured Home Section for more information on the Bridgewater that was featured at the Show.



Fred Lindsey of Lindsey Industries talks to Builders.



Some Builders are given tours by our Sales team.



Production Manager, Mike Shick, points out some things at the plant to Chris and Ralph.



Regional Sales Manager, Rick Thompson, talks business.

Above: An exterior view of our Richland model. Left: Director of Sales, Scott Peters, talking to Barb Tobin of Dreamland Homes. Right: General Manger, Ryan Bish, talking with Fred Lindsey at dinner.



Ryan, Regional Sales Manager, Jason McMillen, and Sales Coordinator, Gordon "Axle" Eisenman spend some time with Gerry and Norma Mernard of Plattsburgh Wholesale.



Above: An interior look at the Kitchen and Dining Area in the Richland. Left:

Vito and John enjoy the show.



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Featured Home- Living the New Era Lifestyle

We built several great homes for the Fall Show. The Bridgewater, our two story plan, was the talk of the show. The home featured a flowing floor plan and tons of curb appeal. This three bedroom, two bath home also includes a two car integral garage in the plan. The first floor boasts a very open layout and a gorgeous and functional Merillat kitchen. The home is still available to purchase. Check out the great photos below of the homes and contact your Regional Sales Manager for more information on the home.



Builder Tidbits

*Be on the look out! Pictures from the Fall Show will be in the mail and arriving to all builders by the end of November!

*New Sample Selection Guides should have been received. Please use your new copy to take inventory of your samples and throw out any old ones that are no longer current.

*Model Homes from the Fall Show are still available to purchase. Please contact your Regional Sales Manager for more information on these exciting deals.

* Please be advised to schedule your shipping times early!!! Shipping could be delayed due to the upcoming Holidays! Get your home on the list NOW!!!

New Era Building Systems proudly uses the following quality products:



Happy Holidays!!!!

To our Builders....We wish you, your families and all those you love the very best this Holiday Season. Thank you for all your support over the last year, we appreciate your continued business! We look forward to another great year in 2007.

To our Employees... We wish you, your families and all of your loved ones a very Happy Holiday Season. We are humbled on a daily basis by the commitment and hard work of our employees. Without all of your efforts we would not be the company we are and could not do all that we do. Thank you!

To our Vendors... All the best to you and your family this Holiday Season. Thank you for your continued efforts and partnership. We look forward to our continued relationship and another great year.

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

It goes without saying that we have dedicated employees here at New Era. One of these dedicated employees is **Rex Perry**, one of our Service Coordinators.

Rex has worked in the modular housing industry for twenty three years. His career began working on-line and grew through many different jobs in production. Rex has been a rough framer, roofer, finish carpenter as well as a foreman in the industry. It is that knowledge and those skills that he utilizes in order to quickly resolve customer complaints. His primary responsibility now is to schedule service trips and also handle several builder accounts to manage all their service needs. The knowledge he gained from his **eleven years** of service to New Era about the parts used in our product and our methodology has helped us stay on top of our service complaints. Rex very seldom misses work and his promptness should be an inspiration to all.

Thanks Rex! We appreciate all that you do and realize that dedicated employees like you are what has made New Era thrive.

We Salute You

With some many great employees, most days we can find some one who reminds us how lucky we are to have them. One of those employees is **Tim Giles**, the Crew Leader of our Receivers.

Tim's job is to receive any and all items that are delivered to New Era, ensure that the proper items have been delivered, paperwork filled out, and see that it is stored in the proper place. In one sentence it might seem like an easy task, but keep in mind that amount of components that go into building one home. Anyone that you ask will immediately tell you that he is a hard worker and that probably comes from his days working on a farm. His dedication to New Era for the last **six years** and desire to work hard and do a good job is no less than impressive. Tim is the kind of employee that any company would be proud to have. He even has to be convinced to take a day off and use his much deserved vacation time.

Thanks Tim! Your hard work, dedication, and good job have not gone unnoticed! For that we take the time to salute all you do!

Thanks to great people like Rex Perry and Tim Giles for making New Era Building Systems a class above the rest!

EMPLOYEE TIDBITS

***PLEASE WELCOME RONALD ALBAUGH, RICHARD SCHMADER JR., DANIEL SMITH JR., TORREY HARRIGER, NICHOLAS SHAY JR., COREY ROMINSKI, AND JOSEPH WOLBERT JR. TO THE NEW ERA TEAM!**

***A BIG THANK YOU TO ALL OF OUR EMPLOYEES WHO HAVE HELPED PREPARE FOR THIS YEAR'S SHOW! YOUR HARD WORK IS APPRECIATED!**

***EMPLOYEE THANKSGIVING TURKEYS WILL BE HANDED OUT ON NOVEMBER 17TH.**

***DON'T FORGET THE CHRISTMAS PARTY IS DECEMBER 9TH AT THE LUCINDA ANTLER CLUB. HAPPY HOUR STARTS AT 6PM AND DINNER WILL BE SERVED AT 7PM FOLLOWED BY A BAND FROM 8 TO 11. WE HOPE TO SEE YOU THERE!!**

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
Paul Albright , <i>Controller</i>	Ext. 310
Bob Drumm , <i>Computer Information Officer</i>	Ext. 232
Chris Hepfer , <i>Director of Engineering</i>	Ext. 223
Mark Kriebel , <i>Director of Purchasing</i>	Ext. 226
Al Peters , <i>Director of Service and Transportation</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 Coordinator</i>	Ext. 236

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Stand Up...

The Spotlight Falls on Our Best at the Show

Pictured below are the Builders that were in attendance to receive their Top Twelve Builder award at the Fall Show. Congratulations to all!



Joe Bilrite 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!!

Hey! Don't we know these guys? And the winner is....

To say we were happy would be an understatement, thrilled would be more like it. When reading the September / October issue of *Building Systems Magazine*, we recognized something. Not only was it one of our homes, it was one of our builders – *Superior Custom Homes!* The article entitled, *Subdivision Success*, talked about Superior's ability to break into the development market in the Carolinas. Congrats to Superior Custom Homes on their recent article in Building System Magazine! To read the article visit the magazine's website at www.buildingsystems.com.

In Our Next Issue...

The New Year's Issue...We will be showing off the finished product of our custom home in our final installment of Brought to Life in Custom Fashion. You'll also meet two more members of the New Era Team and another happy homeowner, plus learn what Joe will say next!

Congrats to the winners of the Fall Show Annual Golf Scramble. See the list of Winners below and their pictures!

First Place: Gary Perdue, Dougal Smith, Ben Cook, Dave Smith

Second Place: Mark Strotman,



Len Brown, Jason DeMong, Jason Sullivan
Third Place: Mark Kriebel, Dan Hurrelbrink, Kevin Hoffman, Todd Jack



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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