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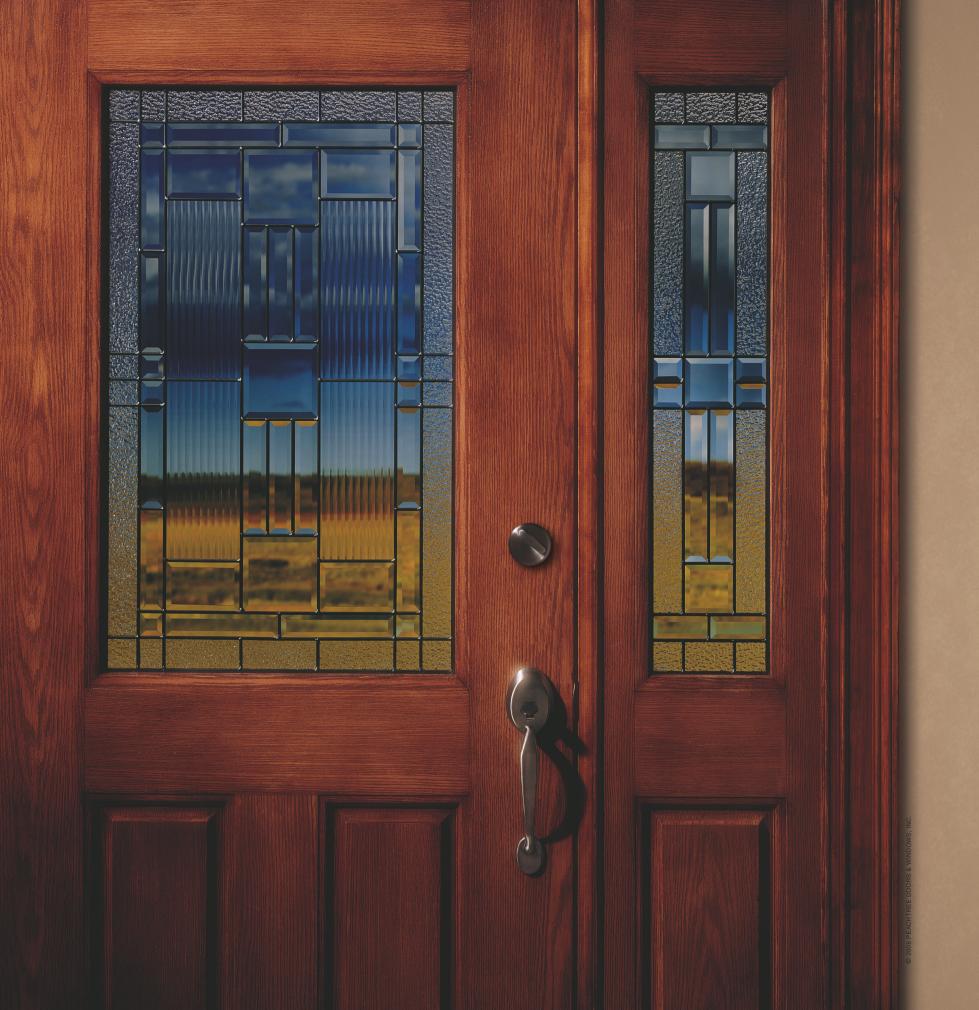
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### muck-truck



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When you think of manual handling, you immediately think of lifting, lowering and carrying loads, but this also applies to pushing and pulling, a common task usually performed by means of a wheelbarrow.

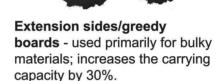
muck-truck can be used on many different sites and is powered by a 160cc HONDA engine. The muck-truck has 4 forward speeds and 1 reverse. The muck-truck weighs in at 215 pounds with a 1/4 ton carry capacity, this is a machine you should not be without. The muck-truck is compact and easy to operate. It can be used in a variety of workplaces to maneuver heavy loads from point A to point B, and is tough enough to handle any terrain, even steps or slippery slopes. It can climb 30 degrees when fully loaded (1/4 ton) and measures under 29" in width.

The **muck-truck'** design has been developed to conform to health and safety regulations and provides industries and businesses with a labor effective means for shifting those heavy loads, increasing productivity in the process, and reducing accident rates. The CEO of **muck-truck** - Terry Rowlands says:

"New regulations have seen construction and other industries changing over to machinery to reduce manual handling risks. Each year businesses and industries suffer due to incidents and accidents from workers by having time off, the demand for compact power machines is increasing and the muck-truck is the most cost effective way for businesses to reduce their manual handling accidents and incidents."

The **muck-truck** is undoubtedly practical and very versatile, and is highly adaptable thanks to a wide range of easy-to-fit attachments.

These include:



**Skip Loading Ramp** - consists of 2 pieces, can be assembled by 1 worker, enables safe tipping into a truck or dumpster, folds flat for easy transporting.

**Ball Hitch** - 2" ball enables safe towing/pulling of 2.5 tons providing machine traction is maintained

**Snow Plough** - attachment fits below skip/bucket, comes with either metal or rubber blade. Ideal for clearing driveways, paths or site grading.

Flat Bed - perfect for paving slabs, bags of cement, bricks and any other awkward load.

Turf Tires - fitted instead of normal tires, enables the operator to maneuver the muck-truck over grassed areas, where you do not want to churn up the grass, used by golf clubs.













**Vacuum attachment** - fitting instead of the standard 6 cu ft skip/bucket. It has a 5" dia hose, and a 90 gallon capacity container. The motor has variable speed, and it's great for clearing leaves, water and waste.

The **muck-truck** has been a house hold name for 15 years in England and has proven itself in the last few years in the European market by becoming the number 1 in microdumpers.



For more information and prices for the **muck-truck** products please contact us at:

#### **Niche Product Sales LLC**

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Mid-September 2007

## Contents

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Perspective 10

Exteriors 15

Interiors 21

Windows 31

Doors 35

Structural, Insulation & Housewrap 39

Mechanical/Electrical 45

Millwork & Molding 49

Paints, Caulks & Sealants 53

Software Systems 57

Construction Equipment & Tools 61

#### **PERSPECTIVE**

by Paul Deffenbaugh

#### The 100 Best

**Our readers tell us** that one of the most important reasons they turn to *Professional Builder* is because of product information. As home buyers become sharper about product knowledge, builders have to expend even more effort to keep on top of product developments.

Combine that trend with building product manufacturers' upping the number of new products and you get a sense of why our readers really want the latest and best information.

That was the motivation behind creating this issue of the 100 Best New Products. We wanted to identify building products that had been introduced in the last year that really were innovative and important.

We used the following criteria for our selections:

- Advances in technology Some new products improve the technology of the product category, forcing the competition to make changes or step to the side.
- Significant improvement to an existing product Not every product can be brand new, and some older products undergo significant advancement and improvement.
- New product line A whole new line of products, not just a new twist or color on an existing line, requires investment and development.
- Increases competition This criterion is the one that seems to make people go, "huh?" Consider this: extraordinary product development forces competitors to improve or watch the market pass them by.



We wanted to identify the building products that had been introduced in the last year that really were innovative and important."

The editors of *Professional Builder* evaluated hundreds of products we've seen over the last year. We saw many of them in person at trade events; others we learned about in editorial sessions with manufacturers. We saw some on plant tours, and still others we encountered on construction sites or heard about from readers. Our office also receives information from manufacturers about thousands of products. We only evaluated products that had been introduced between July 2006 and July 2007.

In the end, we judged the 100 presented on these pages as the Best New Products of the last year. **PB** 



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72

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#### A Hail to the Chief

CertainTeed's Presidential Shake impact-resistant luxury shingles comprise asphalt and two laminated layers with a fibrous glass scrim on the back for increased durability. The product is backed by the company's 15-year warranty against discoloration by airborne algae. For FREE information, visit http://pb.ims.ca/5337-126

#### **B** Dreamy Colors

A significant improvement to the company's product line, Alcoa's Structure EPS premium insulated vinyl siding features the company's DreamColor system that offers more than 700 colors. The siding offers energy efficiency with an R-value of 4. The expanded polystyrene construction provides a rigid structure with noise reduction and water resistance that also mimics the appearance of real wood. For FREE information, visit http://pb.ims.ca/5337-127

#### Siding on a Diet

A new addition to the company's Exterior Portfolio is the BellaStone siding from Crane. It weighs five times less than traditional manufactured cement stone. BellaStone is available in ledge stone style panels that come in Tuscan (shown) or gray-tone Torino. Both carry a minimum R-Value of 4 and offer sound abatement. The product carries a 50-year limited warranty. For FREE information, visit http://pb.ims.ca/5337-128

#### Say No to Fungus

LP's SmartSide is for exterior applications such as lap siding, trim and fascia. What makes the engineered wood product stand out is a zinc borate-based treatment that resists fungal decay and termites. An advanced resin adds additional strength and weather resistance. For FREE information, visit http://pb.ims.ca/5337-129





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## Exteriors

**■** Where's Arthur?

With a fiberglass and asphalt construction, GAF's new line of Camelot Shingles feature a heavier design and Algae Eater coating. The shingles provide 110-mph wind resistance and are UL Class-A fire rated and Dade County and Florida building code approved. A lifetime limited transferable warranty is available. For FREE information, visit http://pb.ims.ca/5337-130

#### Radically Rustic

The Cypress Ridge profile, developed for Eldorado Stone, features a combination of irregular stone shapes, multiple rustic-influenced colors and varying depths. Colors include Orchard, Summerhouse and the warm/cold stone colors of Countryside. For FREE information, visit http://pb.ims. ca/5337-131

#### G Undercover Roof

A significant improvement to the company's synthetic roofing underlayment line from Grace is the Tri-Flex Xtreme, which features a proprietary coating for slip resistance. The underlayment can be exposed for up to six months without rotting or cracking. The Tri-Flex Xtreme can be applied underneath shingles, tile, slate, metal and cedar shakes. For FREE information, visit http://pb.ims. ca/5337-132

#### **H** A Sure Thing

The newest shingles from Owens Corning include the Duration Series, which includes the company's patented SureNail technology that provides a larger nailing area and improved wind resistance. The Duration shingles are made in 12 colors and carry a Class A UL fire rating as well as a 10-year algae resistance warranty. For FREE information, visit http://pb.ims.ca/5337-133

#### Siding in a Hurry

NuCedar Mills combines cellular PVC and high-tech color coatings in the Classic Clapboard Siding. The line includes the painted, ½-inch by 6-inch vertical grain Western red cedar clapboard. Trim, rake, corner board and moulding options are available. The milling process creates an interlocking matrix for faster installation. For FREE information, visit http://pb.ims. ca/5337-134



#### It can be tough satisfying your regular customers. Imagine when the customer is your wife.



Recently, Doug Wilkerson had a rather demanding customer: his wife. She wanted a showcase kitchen with beautiful cabinetry. And the cabinets had to combine great style with hard-working performance. As a successful builder, Doug could have chosen custom cabinetry or any number of semi-custom manufacturers. He chose Quality Cabinets. They delivered everything he wanted. Including a happy wife.

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## Interiors

#### Get Wet

The new Relaxa Ultra line includes a hand shower, two showerhead styles, a body sprayer and a shower set. Made by Grohe, the shower head has five sprays: normal, jet, rain, champagne and massage. Finishes include the company's StarLight chrome, brushed nickel and oil-rubbed bronze. For FREE information, visit http://pb.ims.ca/5337-135

It's the inside that counts. The outside of the homes you build might look pretty, but the products inside can really help builders get rid of their inventory in today's downturn. Granite countertops and stainless steel appliances aren't the only areas builders and their teams should turn to; consider recycled countertops, energy-efficient appliances, new flooring options, innovative cabinetry solutions and faucets. Installing fancy faucets with coordinating hardware, for example, can make a kitchen or bathroom shine. Luckily, there are hundreds of new introductions to match any interior design.

## Interiors

#### No Swallows Here

Part of the company's Portfolio Select line, the Capistrano collection from Timberlake features a full overlay with an extra wide 3-inch frame. The collection also includes a multi-level door profile and a decorative 3-piece drawer front. The cabinet doors have cascading tops and bottom rails over a veneer flat panel. For FREE information, visit http://pb.ims.ca/5337-136

#### **B** Slinky Silhouette

The Medora kitchen pullout faucet, from Moen's new product line, has a high-arc silhouette and is designed to blend in with granite and other solid surface countertops. Stream, rinse, veggie and pause-flow sprayoptions can be changed with the pull-out faucet's button control. For FREE information, visit http://pb.ims.ca/5337-137

#### Strong and Soft

The latest carpets from Shaw are, according to the company, softer, tougher, and more stain-resistant than ever. Shaw says its braided carpet fibers are tough and resilient without compromising softness. The carpets feature Shaw's proprietary R2X stain and soil repellent as well as the Soft-Bac carpet backing. For FREE information, visit http://pb.ims.ca/5337-138

#### Just Add Music

A significant improvement to its DTV thermostatic control line, Kohler's DTV II offers chromatherapy and a fully personalized steam component, with music as a new feature. The unit's media module can either stream music or Internet radio from a PC. Alternatively, it can be directly connected to an MP3 docking station wirelessly or through a network connection. For FREE information, visit http://pb.ims.ca/5337-139





Fancy Minimalism

The Solar Faucet is a new addition to Graff's minimalist-inspired line. The faucet features clean geometric lines and is available as a single-handle lever faucet or in a vessel version. The faucets are constructed of solid brass and use ceramic valves. Polished chrome and brushed nickel finishes are available, and the company provides a lifetime mechanical warranty. For FREE information, visit http://pb.ims.ca/5337-140

#### The (Not So) Lazy Susan

The Lazy Susan hybrid system from Knape & Vogt represents a new line of ultra-modern products. It features two wood pull-out drawers mounted on the company's undermount slides. The entire unit rides on a platinum powder-coated steel frame that rotates on a ball-bearing turntable. For FREE information, visit http://pb.ims.ca/5337-141

#### G A Smarter, Sleeker Whirlpool

Expanding on its line of Energy Star-qualified products, Whirlpool's Duet HT front-load washers and dryers feature sleeker controls and an LED control panel for cycle selection. The units also feature the company's Dynamic Stability Control software that senses the load position and automatically adjusts the drum to reduce vibration and operation noise. For FREE information, visit http://pb.ims.ca/5337-142

#### **H** How Exotic

The new Exotic Series of flooring from Preverco uses wood harvested from South America and Africa. The Exotic Series is available 3½ inches wide in both engineered and solid hardwood and a ¾-inch thickness for the solid hardwood. For FREE information, visit http://pb.ims.ca/5337-143

## Interiors

#### Cushion Your Step

The new CushionStep flexible flooring technology from Armstrong is meant to flex with foot traffic using the company's CushionCore technology. The flooring can be installed with adhesive or modified with a loose-lay flooring tape. It is available in three design collections: stone, impressions and wood. It is protected by the VisionGuard urethane wear layer. For FREE information, visit http://pb.ims.ca/5337-144

#### J Pull Out the Side

Rohl recently added a Side Lever Pull-Out Faucet to its Country Collection. It represents the firm's entrance into the high-end kitchen market. The faucet has a stainless steel hose and chlorine-resistant inner liner for durability and easy cleaning. For FREE information, visit http://pb.ims.ca/5337-145

#### **K** Bottoms Up

A new addition to the long line of Monogram products, the GE Monogram bottom-freezer refrigerator features a full-extension freezer drawer with automatic icemaker and storage bins that slide out independently. It is available in 36-inch and 72-inch models; the 72-inch model has 41.2 cubic feet of space. For FREE information, visit http://pb.ims.ca/5337-146

#### ■ Eco-Chic

The Eco-Terr tiles from Coverings Etc. contain up to 80 percent post-industrial recycled content and represent a technological improvement. The newest lines feature glass chips and are available in a polished finish; honed, antique and sandblasted finishes can be specially ordered. The line is non-toxic, frost-resistant and contributes to LEED MR 4.1 and 4.2. For FREE information, visit http://pb.ims.ca/5337-147

#### Classic Fusion

The Fusion, a new member of Merillat's Classic line, has a full-overlay, one-piece slab-style door front. The doors are made in maple or cherry and can be customized with additions such as moldings or accessories from the company's Classic Accents collection. According to the company, the doors' clean lines allow them to accommodate many decorative hardware elements. For FREE information, visit http://pb.ims.ca/15337-148









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For FREE info go to http://pb.ims.ca/5337-11



#### Bricks' Thin, New Look

Made with the look and feel of a large handmade brick, the Thin Bricks from Boral are a new interior product made in flat pieces with matching corner pieces to complete the look of an installed brick wall—at only ¾-inch thick. Colors include gray-taupe, traditional red, rustic brown and caramel-gray. For FREE information, visit http://pb.ims. ca/5337-149

#### Bowled Over

The newly minted Elumina Collection from Elkay includes a double-bowl design crafted with 18-guage stainless steel. The Elumina features a recessed partition between the two bowls to allow water to cascade from one bowl to the other. The sinks also feature insulation pads to help absorb sound and retain water temperature. For FREE information, visit http://pb.ims.ca/5337-150

#### ■ Turn-of-the-Century Faucet

The new Montreux line by Axor, a subsidiary of Hansgrohe, features turn-of-the-century elements, such as filigree cross handles, exposed piping and new ceramic components. The faucet is part of a collection that includes other faucet configurations, shower products and bath accessories. The Montreux is made in chrome, brushed nickel or polished nickel. For FREE information, visit http://pb.ims.ca/5337-151

#### The Faucet with Magnetic Powers

The Allora pull-down spray kitchen faucet from Delta is the newest line to feature the company's magnetic closure that engages the wand to its docked position in a snap. Available in both kitchen and smaller bar/prep models, Allora's kitchen model features a two-function, pull-down wand that switches from stream to spray with the click of a button, while the bar/prep's version has a stream-only function. For FREE information, visit http://pb.ims.ca/5337-152



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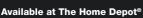
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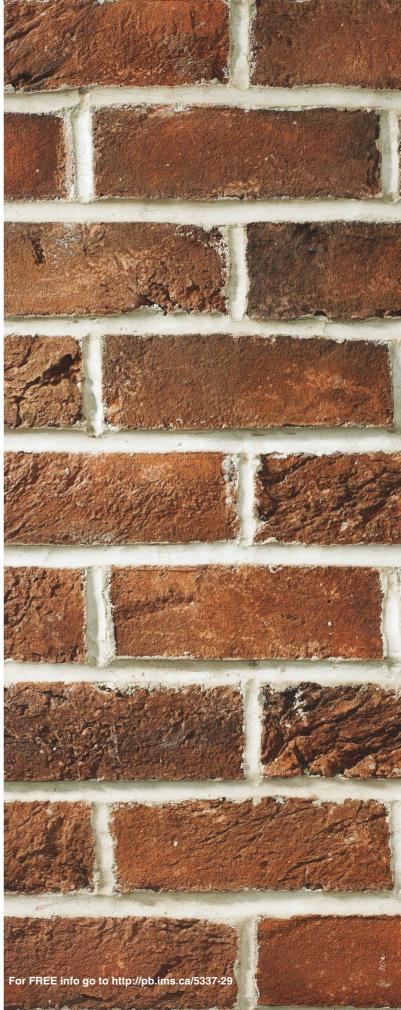
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#### Mix-and-Match Windows

Expanding on the Architect Series, Pella's new window options now include mahogany, alder, douglas fir and pine. According to Pella, these color choices run the gamut of typical mix-and-match options favored by home owners. The Architect Series windows and doors can also feature impact-resistant glass and standard or custom grille patterns. For FREE information, visit http://pb.ims.ca/5337-153

Unfortunately, glass doesn't stand up to foot-thick fiberglass batts. Temperature differences across a window, particularly in cold environments, can lead to significant energy losses for homeowners. The newest windows have been designed to respond to the challenge in a big way, and the competition among manufacturers is fierce. Low-emission coatings. gas-fills and insulating frames used to be extra features—now they're standard. These help provide significant savings over standard single- or double-pane glass and are necessary if you want to sell a home to an energy-conscious consumer. On the horizon: windows that feature three-layer, multiple Low-E coatings and new high performance gas-fills.



#### Secure View

New windows from Andersen include the 400 series, which features pre-formed rigid vinyl PVC cladding. Sill members have a solid wood core and the company's Fibrex composite material exterior. Sill ends are protected and sealed with weather-resistant covers. A factory-applied rigid vinyl anchor flange on the head, sill and side of the outer frame helps secure the window to the house. For FREE information, visit http://pb.ims.ca/5337-154

#### Made for the High Winds

A new product line designed for coastal or high-wind applications, the K-Force impact-resistant windows from Kolbe feature a Lo-E2 coating to reduce heat gain and a sound-dampening laminate. The windows have no brackets or visible rods and no extra locks are required. The glass' glaze is rated to withstand hurricane-force winds and flying debris. Casement, awning and double-hung options are offered. For FREE information, visit http://pb.ims. ca/5337-155

#### **c** Just in Casement

The most recent window technology improvement from Weather Shield Windows and Doors is the Aesthetics casement window. It is available in both aluminumclad and wood exteriors. The aluminumclad version has two profiles — colonial and putty glazed. The colonial has rounded accents, and the putty-glazed features sharper angles. Both feature a simulated divided lite bar made in 1%, 1% and 2-inch profiles. For FREE information, visit http://pb.ims.ca/5337-156

#### Swinging out

A new addition to the company's Wood-Ultrex series, the Outswing French windows under Marvin Windows and Doors' Integrity line have wide bottom rails with French door handles and a multi-point locking system. The windows are Low-E and filled with Argon gas. Dual weatherstrips provide additional protection, and factory-assembled frames and pre-hung panels make installation easier. For FREE information, visit http://pb.ims.ca/5337-157





#### Quick and Quiet

Atrium's Series 700 casement windows are a new addition to the company's Truth Maxim low-profile multi-point locking system. They have a multi-chambered assembly for sound absorbency and are available in all standard sizes. Options include Low-E glass and decorative grids. For FREE information, visit http://pb.ims.ca/5337-158

#### The Sky's the Limit Solatube's skylight updates include the

Solatube's skylight updates include the Designer Touches series. Included is the Stainless Tone Trim, which replaces the company's white diffuser dress ring and the Frosted Shade, a lightly frosted cone that hangs from the dress ring for a cleaner visual cutoff. For FREE information, visit http://pb.ims.ca/5337-159

#### **G** It's a Gas

Designed for new home construction, Milgard's new Montecito vinyl window series meets Energy Star requirements while eschewing argon gas as filler. The series has a 3¼-inch frame depth with integral nail fin with a 1½-inch setback for installation ease. The windows also utilize the company's SmartTouch one-touch locking system. For FREE information, visit http://pb.ims.ca/5337-160

#### Fast Frame

Unique innovations in the Premier V vinyl windows from Monarch include an integrated tie-slot mounting system for fastening the frame to the form. The sashes are removable and weather-stripped. The windows have replaceable sill and head tracks, a cam-style locking system, brass rollers and the company's proprietary track system. Five glazing options are available. For FREE information, visit http://pb.ims.ca/5337-161

#### A Good Aura

The new line of Builder's-Clad wood windows from Jeld-Wen feature the company's AuraLast wood treatment and Low-E insulating glass in most popular window sizes. Divided lite patterns and styles, including double-hung, casement, awning and radius windows, are available. An integrated nailing fin for added strength is included. Colors include brilliant white, French vanilla, desert sand and chestnut bronze. For FREE information, visit http://pb.ims.ca/5337-162



#### A new sidewall defense from Knauf Insulation.

Knauf Perimeter Plus<sup>™</sup> Blow-In-Blanket® System protects your reputation and your bottom line. This specially-engineered fiber glass insulation provides maximum thermal performance—up to an R-15 in 2x4 and an R-23 in 2x6 construction—at a low installed cost. And since Perimeter Plus doesn't settle, its thermal performance isn't compromised over the life of the home.

Perimeter Plus blows fast and clean to keep installers productive and on schedule. It thoroughly fills gaps in wall cavities and easily takes on tight corners and hard to reach areas around pipes, electrical wires and fixtures.

From our premium batts to the new GREENGUARD-Certified Perimeter Plus Blow-in-Blanket System, Knauf Insulation has you covered...with protection you can count on.







For more information call (800) 825-4434 ext. 8300

or visit us online www.KnaufInsulation.com



Perimeter Plus™ is a trademark of Knauf Insulation GmbH.
Blow-In-Blanket® System is a registered trademark of Blow In Blanket, LLC

The latest doors hitting the market today have an increased emphasis on curb appeal and insulating properties. Although many of these doors feature fiberglass or aluminum construction, wood and steel doors are holding their own in an increasingly expanding market. The bottom line for builders when it comes to doors—especially exterior entrance and garage doors—is differentiation. A remodeled kitchen and bath can help sell a home, but curb appeal is what gets buyers through the door.

# Doors

#### Blue Light Special

The electronic keypad locks and deadbolts from Schlage take a step forward in home security. They feature a four-digit code system on a blue LED-lit keypad. The owner has two preprogrammed access codes and can store an additional 17 codes. The line has eight finishes in two different designs and runs on a 9-volt battery. For FREE information, visit http://pb.ims.ca/5337-163



#### A No-Dent Door

The newest technological improvement from RightConcept are the dent-resistant Flush-Glazed Fiberglass Doors, which will not rot or rust. The doors are factory-glazed and feature the company's Snap Fit Lite frame, one-piece warm edge spacer and silicon sealant. For FREE information, visit http://pb.ims.ca/5337-164

#### Get Fingerprinted

WeiserLock's SmartScan Biometric lock uses fingerprints to identify homeowners in lieu of keys or pass codes. The locks are easy to install and don't require any hard wiring. Up to 50 users can be programmed into the locks, and the system comes with a backup key. For FREE information, visit http://pb.ims.ca/5337-165

#### Classically Trained A significant new addition to Amarr's garage

A significant new addition to Amarr's garage door line is the Classica. According to Amarr, the Classica is made with low-maintenance steel and has three insulation options. The doors have an authentic carriage house look with pinch-resistant sections. For FREE information, visit http://pb.ims.ca/5337-166

#### A Door That'll Grow on You

A new addition to Fen-Tech's exterior door portfolio is the Botanica Garden Door. It has a multi-hollow fusion weld design for structural integrity, and the doors have stainless steel hardware. Single patio, French or center-hinged styles are available in three colors. For FREE information, visit http://pb.ims.ca/5337-167

#### ■ Wooden Look-a-Like

A significant introduction to Jeld-Wen's door offerings are the IWP Dutch Doors, which feature a fiberglass construction that mimic species such as mahogany, walnut, oak, hemlock, poplar, hickory, maple, pine, alder, cherry and fir. Shelves can be added to any door style. For FREE information, visit http://pb.ims.ca/5337-168





#### Custom Doors

The new 700 Series Aluminum Clad Patio Doors from Peachtree are now available in 6'8", 6'10" and 8-foot heights. The 700 series also has customized sizes, a 1%-inch quarter panel and is made in standard pine or five hardwood interiors that can be factory-stained with standard and custom colors. For FREE information, visit http://pb.ims.ca/5337-169

#### Staying Tru

A new addition to Therma-Tru's exterior door offerings is the Tru-Defense line of Fiber-Classic and Smooth-Star Hinged Patio Door Systems. The doors carry a minimum DP-40 air, water and structural performance rating and are independently tested and certified by NAMI (National Accreditation and Management Institute). For FREE information, visit http://pb.ims.ca/5337-170

#### Jack Frost Not Welcome Here

Adding competition to the fiberglass door market is Taylor Door's Timberline Oakgrain door. Designed to give years of trouble-free, energy-efficient service to homeowners, the solid polyurethane foam core protects homes against heat and cold. Optional insulating glasslites (including doorlites, sidelites and transoms) are available. For FREE information, visit http://pb.ims. ca/5337-171

#### Let the Sun Shine

Simpson Door's Dorado doors feature silver caming punctuated by small stained-glass ovals, all set in a field of drawn antiquestyle glass. A single stained-glass ribbon with medallion provides the highlight. The company says these styles will enhance almost any home. For FREE information, visit http://pb.ims.ca/5337-172

#### **J** Wood's Turn

Kolbe's Garden-Aire sliding patio doors have upgraded to include wood replacements to previously vinyl-only parts. The door interlock has also been redesigned for a sleeker look, and the new head jamb allows builders to install a one-piece head and matching side jamb interior stop. Interior trim pieces are available in several woods and finishes. For FREE information, visit http://pb.ims.ca/5337-173

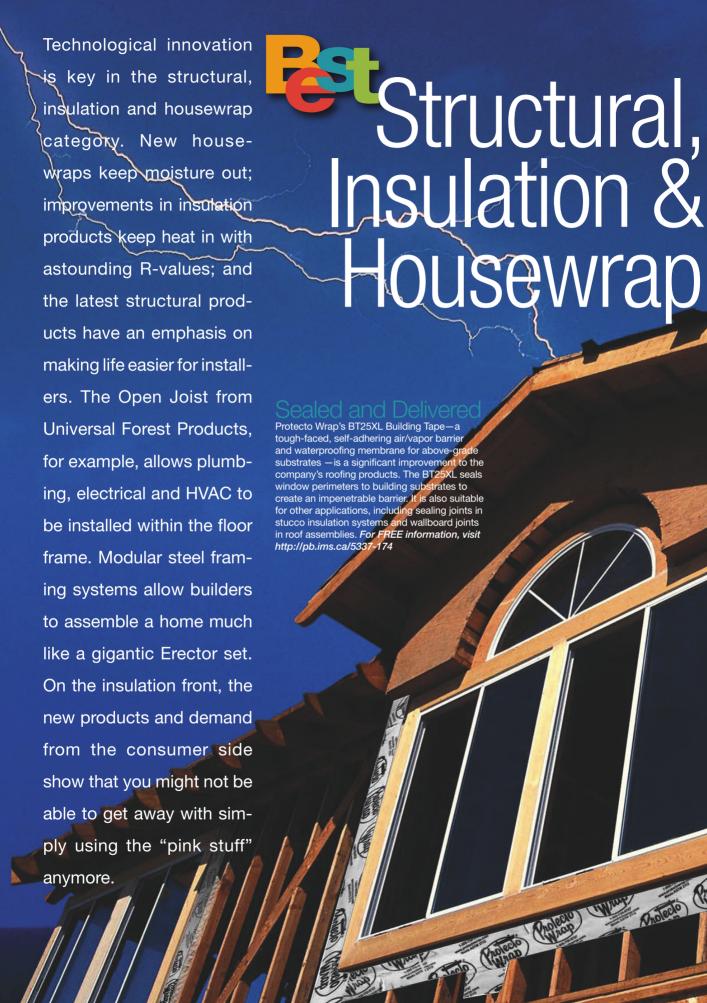


#### Innovation can unlock all new possibilities.

Introducing the Montecito<sup>™</sup> Series from Milgard. To create the next generation of windows, we looked at every detail. Like the new SmartTouch<sup>™</sup> lock, an integrated low-profile design with one-touch ease of operation. We enhanced the architectural details with a new frame profile. We improved energy efficiency and meet ENERGY STAR® standards in all zones, without argon. See everything that's new at milgard.com or call 1.800.MILGARD.

For FREE info go to http://pb.ims.ca/5337-16





Structural, Insulation & Housewrap

#### A Church Mouse

The QuietBrace line from Temple-Inland offers sound-deadening sheathing in 4-foot widths and 8-, 9-, and 10-foot lengths. The longer lengths increase installation efficiency by reducing piecing and fitting on 9- and 10-foot walls. Two thicknesses are available — ½ and ½-2-inch — and it can be installed with nails or staples. For FREE information, visit http://pb.ims.ca/5337-175

## It's Flexible If You Are

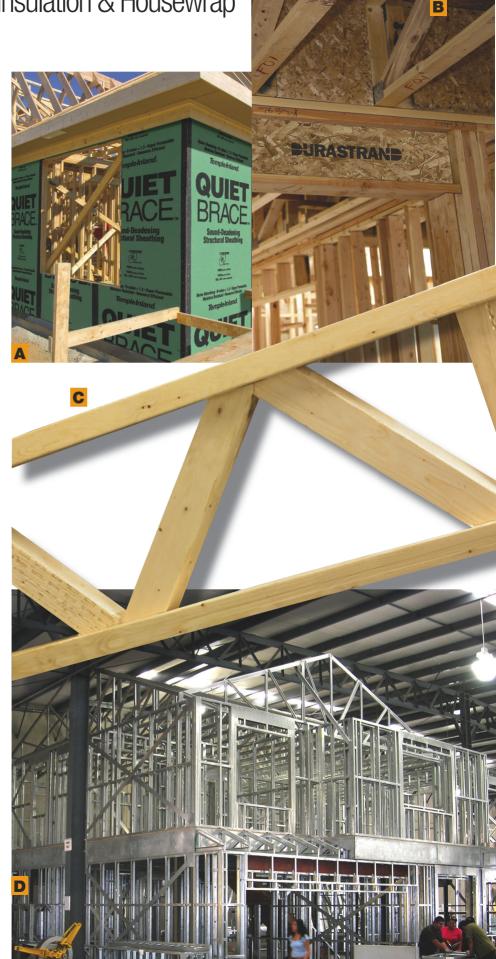
Offering a significant improvement to its product line, Ainsworth adds the 0.8E Durastand OSL 1½-inch Rimboard. Engineered for flexible loads for shortspan beams and headers, it can be used in place of LVL or LSL over window and door openings up to 9 feet and can handle vertical and lateral forces. It also provides a diaphragm attachment for sheathing and support and closures for joists and rafters. For FREE information, visit http://pb.ims.ca/5337-176

#### **c** Truss Yourself

Open Joist from Universal Forest Products is a new open web, all-wood floor truss product that allows mechanical systems such as plumbing, electrical and HVAC to be installed within the floor frame. It has top and bottom flanges for wider fastening and nailing surfaces. The joists do not require accessory pieces such as web stiffeners, squash blocks or web fillers. For FREE information, visit http://pb.ims.ca/5337-177

#### Like an Erector Set

Technological innovation is key in Frame-Max's modular steel framing system. It is produced by a computerized, automated manufacturing process that features a snap locking system for quick assembly. Before the first girder is in place, the company processes a 3-D design model for all walls, floor joists and roof trusses based on building codes and environmental conditions to pre-cut, punch, notch and label each piece of framing for fabrication. Add-on products such as door headers and braces are also figured into the procedures. For FREE information, visit http://pb.ims. ca/5337-178





#### Living on the Edge

Structurwood floor panels, made by Weyerhaeuser and a new part of the company's iLevel brand, are available in two performance levels: Edge and Gold. The floor panels are made to consistent specifications and thickness and have a wood-resin combination for durability and resistance to edge swell. For FREE information, visit http://pb.ims.ca/5337-179

#### Staying Out of the Rain

One of Cosella-Dorken's new drainage solutions is the Delta Dry weather-resistive barrier and drainage membrane, which has excellent drainage and drying characteristics for residential and commercial construction. The barriers have a double-sided dimple structure of the membrane, which allows breathing on both sides of the product, allowing moisture to escape. For FREE information, visit http://pb.ims. ca/5337-180

#### Blown Away

Knauf's Perimeter Plus Fiber Glass Blowing Insulation is a new product to increase competition in the insulation market. The Perimeter Plus is unbonded, virgin fibrous glass-blowing insulation for use in new and existing structures as a blow-in blanket system for closed cavity applications in which ventilation is not required. It resists heat flow with an R-value of R-15 in 2 by 4 construction or R-23 in 2 by 6 structures. For FREE information, visit http://pb.ims.ca/5337-181

# Structural, Insulation & Housewrap

# ■ Saving Room and Money

Designed to eliminate soffits, chases and dropped ceilings, the new line of metal-plated open web floor trusses from Hanson Truss allows, according to the company, more space between the floors for HVAC and plumbing systems. For FREE information, visit http://pb.ims.ca/5337-182

#### Home Armor

Both a new product and an advance in technology, Guardian's Fatt Batt fiberglass insulation meets stricter energy codes and higher R-value recommendations by the U.S. Department of Energy. The Fatt Batt can provide an R-value of R-49 with its 15-inch-thick construction. For FREE information, visit http://pb.ims.ca/5337-183

#### ■ Reversible, Like Your Sweater

Increasing the insulated concrete form competition is the Tritex 111/4-inch insulating concrete forms from Reward Wall Systems. It incorporates a 7½-inch core in a fully reversible form with no top or bottom or corners, making stacking, foundation, above-grade and interior walls easier to install. The ICF has clear tie and cut markings with vertical and horizontal tie line indicators. For FREE information, visit http://pb.ims.ca/5337-184

#### K Flexible and Free

The advanced Posi-Strut metal web floor truss system developed by Mitek reportedly provides clear span flexibility and building design freedom. The company touts the open web configuration as cost-effective, labor reducing, easy-to-use and suitable for any conventional framing application and ideal for floor joists and roof rafters. For FREE information, visit http://pb.ims. ca/5337-185





## Beauty IN THE DETAILS

The Barrington® Fiberglass Door Collection. A new level of luxury.

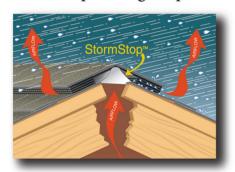
Barrington's distinct raised moulding and new outstanding Mahogany wood-grain texture, reminiscent of hand-crafted hardwood doors, impart unbelievable warmth and elegance to any home.



# Trimline Ridge Vent is a Good Value!

Trimline® Ridge Vents offer Quality Performance, Great Appearance and Ouick Installation.

rimline Ridge Vents provide superior ventilation by creating a balanced system that continuously releases hot, moist attic air while drawing fresh air through soffit vents. Creating a balanced, continuous ventilation system increases a home's total energy-efficiency while extending the life expectancy of its roof material - a great selling point for your customers. Engineered from a unique corrugated plastic



material, Trimline vents fit a variety of roof styles including shingle, cedar, tile and metal. Designed to vent at the ridge the hottest point of the roof - the Trimline vent system has the added benefit of creating a smooth roofline, eliminating the unsightly louver vents commonly found on many homes.



#### Trimline is the Best Ridge Vent

Kendall Klimper, president of Start to Finish Roofing in Portland, OR, says that Riverside Homes exclusively uses Trimline Ridge Vents on all new construction homes. Klimper says "We are convinced that the Trimline Ridge Vent is the best ridge vent and provides great results when the ventilation is balanced at

both the ridge and the soffit." Klimper says whenever he presents Trimline Ridge Vent to a builder he educates them on the benefits of using Trimline, stating the quality performance, great appearance and quick installation.

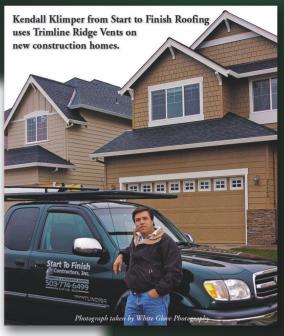


Klimper says houses are being built so they are sealed tight these days and become a moisture collector. However, ridge vents help move airflow throughout the house, including the attic. The builders that work with Klimper know that Trimline Ridge Vents protect the investment of the home and add value to the entire house. Klimper believes in the Trimline Ridge Vent product so much that he promotes the product to builders and distributors in the Northwest.

Trimline is so confident that builders everywhere will be satisfied with its ridge vents, it offers a limited lifetime warranty. Trimline is the most certified product in the industry, meeting all building code certification requirements for Miami-Dade County, ICBO, BOCA, TDI, and UL Class A or C.

For more information call 1-800-438-2920 or visit www.trimline-products.com.

For FREE info go to http://pb.ims.ca/5337-17



"We are convinced that Trimline Ridge Vent is the best ridge vent and provides great results when the ventilation is balanced at both the ridge and the soffit."

Kendall Klimper Start to Finish Roofing



1-800-438-2920 www.trimline-products.com

Certified for Performance





# Mechanical/ Electrical

The green movement has made significant inroads in the latest round of mechanical and electrical products, especially in HVAC units, lighting and home automation. Turning

ered and tankless
water heaters,
which can significantly reduce
your prospective
buyer's energy costs.

HVAC units are achieving more impressive SEER ratings. Equally novel are home entertainment and automation solutions, which allow audio and video to be distributed throughout the home. Around the bend are new radio-frequency-based products that can turn a ho-hum house into something out of a James Bond movie.

#### Certain Sparkle

The new line of II Cerchio Di Topazio ceiling pendants from Meyda Lighting falls back on the boot for inspiration. The pendants' name is Italian for "The Circle of Topaz." The line offers a colorful combination of amber, yellow and white colorations. The semi-flush pendant is 30 inches wide and has a height of 20 inches. It is featured with a canopy and hardware hand-finished in black. For FREE information, visit http://pb.ims.ca/5337-186

Mechanical/Electrical

#### High-Tech Dimming

The Aurora wireless radio frequency lighting system technology from Lutron is available in a kit for builders that includes five dimmers, a master control, a wireless controller and a central antenna. The system can be expanded to include up to nine wireless controllers, or two systems can be bridged together. For FREE information, visit http://pb.ims.ca/5337-187

### B Good Thing, Small Package

New environmentally friendly technology from Coleman is incorporated into the Comforteer TCGD series of air conditioners with MicroChannel coil technology, including eight 13+ SEER models. The smallest unit measures 24 inches high by 23½ inches wide by 23½ deep and weighs only 96 pounds. The units use R-22 refrigerant and feature a standard limited warranty. For FREE information, visit http://pb.ims. ca/5337-188

#### C Attention Audiophiles

The new Architectural Edition line from a joint effort between JBL and Leviton is a home entertainment system made for builders to include in their floor plans instead of the homeowner's retrofitting a home audio system later. The system includes a sevenchannel Dolby Digital audio-video receiver, DVD player and five-disc CD changer, as well as an in-wall and ceiling speaker for front and surround sound. A powered sub-woofer is optional. For FREE information, visit http://pb.ims.ca/5337-189

#### Hybrid HVAC

The newest offering from Phoenix Solar is a hybrid HVAC system: the first solar water heater to combine domestic hotwater storage with a 97 percent efficient, gas-fired backup. It's all in one unit to meet the hot-water demands of residential and commercial solar thermal systems. The unit uses a sealed-combustion, direct-vent configuration. For FREE information, visit http://pb.ims.ca/5337-190

#### E Efficiency is Key

ProTankless, one of the latest tankless water heaters from Bosch, features an electronic ignition and computerized temperature control. It is available in a natural gas or propane model and boasts an energy factor of .85 at 87 percent average efficiency. The unit is installed outdoors and has a built-in freeze protection to 5 degrees. For FREE information, visit http://pb.ims.ca/5337-191



#### G Audio Out the Wazoo

The M4 Audio Controller from Proficient Audio Systems is a new product system that features multi-zone control with cool-running digital amplifiers to deliver high output. Thirty watts reach each of the system's eight channels. The system expands to include up to 16 zones. It includes four single-gang keypads with built-in Infrared receivers. For FREE information, visit http://pb.ims.ca/5337-193



#### Do it once... Do it right... Great idea!

# Outside & In



Lifetime NO ROT® Material

- Maintenance so low it's a pleasure
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#### Yeah, we're different.

We really are out there. Door people. People who've devoted our entire careers to mastering the craft of designing and manufacturing only premium quality interior doors. To us, doors aren't just an occupation. They're a preoccupation.

We're door people.





classic lines and styles in the millwork and molding market. Intricately crafted moldings made of extruded materials are surprisingly affordable. A small investment can add appeal - and hundreds of dollars of profit to a builder's pocket. In fireplaces, for example, one-piece mantel surrounds are quickly replacing costly and time-consuming masonry work. Several manufacturers offer impressive fauxmaterial architectural columns and medallions for new construction. Installation time has been chopped significantly thanks to plastic clips, new adhesives and other application methods.



The new series of Scrolled and Mission corbel collections from White River are hand-carved pieces that include five different designs with heights ranging from seven to 26 inches. Corbels feature a deep fluting and are made in American maple, cherry and Lindenwood. For FREE information, visit http://pb.ims.ca/5337-194

# Millwork & Molding

#### Classic Columns

Representing an addition to an already expansive line of architectural columns are the Classics from Melton Classics. The columns include the company's Architectural Wood Columns, poly/marble composite DuraClassic, synthetic stone MarbleTex and other offerings. For FREE information, visit http://pb.ims.ca/5337-195

#### **B** All Curves

Two curved trim boards, the WM180 Brick-mould and New England style, join Fen-Tech's interior/exterior millwork and molding offerings. The products are manufactured and formed from cellular PVC and composite extrusions. For FREE information, visit http://pb.ims.ca/5337-196

#### **c** Built Like a Tank

Outwater's Orac Décor flexible mouldings are made in flexible 6½-foot lengths and are made of a technologically advanced lightweight and dimensionally stable polymer compound. The material is impervious to climate, moisture, UV rays and most common solvents. The product enables installers to create radii to fit, and the moldings do not require priming before painting or finishing. For FREE information, visit http://pb.ims.ca/5337-197

#### Fireplaces Redux

Fypon's one-piece fireplace mantel surround is a new product line made of low-maintenance urethane that accepts paint and finish. It stands 50 by 55 inches and has a 37%-inch by 37%-inch fireplace opening that works with most factory-made fireplaces. The piece installs with a urethane millwork adhesive and requires little hammer-and-nail work for most wall surfaces. According to the company, it installs in about an hour and measures 6½ inches at the top for bric-a-brac. For FREE information, visit http://pb.ims.ca/5337-198



#### Handcrafted and Non-Combustible

Wassmer Studios new slew of handcrafted ornamental pieces are made with noncombustible hardened plaster for cornice and panel moldings, ceiling centers, corbels, niches and mantels. The company's cornice moldings come in Georgian, Acanthus, Pantheon or French Waterleaf designs in various lengths. All installations are applied by adhesives with three to four fasteners along the bottom edge and two or three along the top. Each piece can be primed and painted. For FREE information, visit http://pb.ims.ca/5337-199

#### F Royal Treatment

Available as a stand-alone product or ready to stain or paint, the new line of decorative Heirloom Interior Moldings are branded for new construction and remodeling applications. The product's polymer blend offers, according to Royal, all the beauty of wood without the drawbacks. The company boasts excellent durability and low-maintenance. For FREE information, visit http://pb.ims.ca/5337-200

Turn
copper
into
gold.

Viega Pro*Press*: saving time and improving reliability since 1999.

The Viega ProPress System is the first and leading press technology used by North American plumbing and heating contractors.

Viega ProPress is the industry's most complete press system in sizes from 1/2" to 4". Viega ProPress fittings and valves include the exclusive Smart Connect Feature to identify unpressed connections, for greater reliability and peace of mind. Look for the green spots.



When you're looking for the fastest, most reliable technology for joining copper pipe, don't sweat it. Rely on Viega and the ProPress System.

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Viega...first to bring press technology to plumbing and heating.



# Paints, Caulks & Sealants

Devcon.

TrimBonder

#### Fixing Divots

The TrimBonder, made by Devcon and sold under the Azek name, is an advanced acrylic adhesive for filling nails and holes on Azek's trim products as well as on substrates such as wood, urethane and aluminum. It is UV stable, waterproof and can be applied with a standard caulking gun. For FREE information, visit http://pb.ims.ca/5337-201

New paints, caulks and sealants on the market can help builders patch, putty and paint toward better profit margins. Thanks to the green movement and a growing eco-awareness from homeowners and builders, many manufacturers have responded with an emphasis on producing green alternatives to their products. Many well-known brands have created formulas with low- or no VOC levels or other harsh agents such as formaldehyde. Homeowners are more concerned than ever with keeping chemicals out of their abode.



Paints, Caulks & Sealants

#### **B** Hydro Banned

Backed by a 10-year system warranty, Laticrete's new Hydro Ban antimicrobial load-bearing, waterproofing and anti-fracture membrane is an addition to the company's membrane offerings. Laticrete says it bonds directly to copper, steel and PVC drains; pipe penetrations; and can be flood-tested in a day. For FREE information, visit http://pb.ims.ca/5337-203

#### Just Add Water

Formulated for high-strength grouting, Sakrete's new product line of non-metallic, non-shrink construction grout can be used in precast, poured and other concrete jobs. According to the company, the product can also be used for grouting heavy machinery because it is non-corrosive and will not attack reinforcements. For FREE information, visit http://pb.ims.ca/5337-204





#### House Armor

A new addition to Zinsser's product line is Perma-Guard, which combines EPA-registered mildewcides with the company's proprietary 100 percent acrylic resin system to create a high-performance coating formulated to withstand the extreme conditions. It passes ASTM D5590 and D3273 and dries on white to a clear finish with a slight haze to allow the surface to be visible for inspection. For FREE information, visit http://pb.ims.ca/5337-205

#### Ready to Paint in 40

DAP's ALEX Fast Dry Caulk for interior and exterior applications is tack-free in 15 minutes and ready to paint in 40. The company says there's no need to worry about paint cracking, as the sealant is flexible and comes with a 35-year durability guarantee. For FREE information, visit http://pb.ims.ca/5337-206



# When you're building dream homes, an elevator is a natural.

## For some discriminating homeowners, nothing beats a golf course view.

The demand for home elevators is growing at more than 15% per year, leading some to say that it is the next appliance in the American home. Adding an elevator enhances convenience and accessibility so people can enjoy their homes for many years. For builders, it can be that "special" feature that attracts homebuyers. The payoff? More homebuyers. Greater value. Higher profit.

#### Number one for a reason.

There are more Elevette® elevators installed in homes across America than any other brand. Inclinator offers more choices and custom features. Add to that one-at-a-time hand craftsmanship, proven reliability and nationwide support, and you can see why builders, designers and homeowners are choosing Elevette®.



Elevette® as a centerpiece of the interior design.



Classic styling that complements any décor.



From ornate elegance to this simple design.

Perfecting the home Perfecting the home

Visit **Inclinator.com** to learn more or call **800-343-9007**, Dept.80 for a personal presentation.

For FREE info go to http://pb.ims.ca/5337-21

# Software Systems

Construction-orientated software and CAD programs have been around since the first Macintosh,

so you can imagine the

innovation that
has taken place
in the past two
decades. The software available to
builders can work
wonders for you business, and you won't
need a computer science degree to use it.

A builder can find practi-

cal value in a management program to help keep the books in the black. Keep your eyes out for new wireless technology, and go out and get yourself a smart phone — you're going to need it if you want to keep up with the competition.

#### Wireless Warranties

h Board

Warranty management software from Corrigo adds to the array of new builder-orientated software. The system streamlines information with at-a-glance calendar-like views, dispatch boards and service management dashboards. The Mobile Manager function allows builders to remotely view and assign work orders and workloads. Plus, the software is Bluetooth-enabled; is compatible with Sprint, Verizon and AT&T wireless services; and is SSL-encrypted. For FREE information, visit http://pb.ims.ca/5337-207

# Software Systems

#### A Builder's Buddy

The new and improved ConstructionOffice management system from UDA includes estimating, scheduling, contracts, specifications and QuickBooks integration. It features detailed lump-sum estimating tools; automated proposal and material lists; actual versus variance tools for project date estimates; weekly task reports; and scheduling exportation to Microsoft Outlook. The system has a library of 120 contracts and forms, and invoices and purchases can be automated with QuickBooks. For FREE information, visit http://pb.ims. ca/5337-208

B Lucky 13
The Version 13 software from SoftPlan includes additions such as a false dormer, a room mode, layers, auto cabinet, batch print, a custom roof profile and sun studies. Version 13 is available with standard 3-D rendering module SoftView and optional modules SoftList, SoftTalk and reView. For smaller design budgets and firms with limited needs, SoftPlan offers a scaled down program, SoftPlan Lite, that emphasizes basic design capabilities. For FREE information, visit http://pb.ims.ca/5337-209

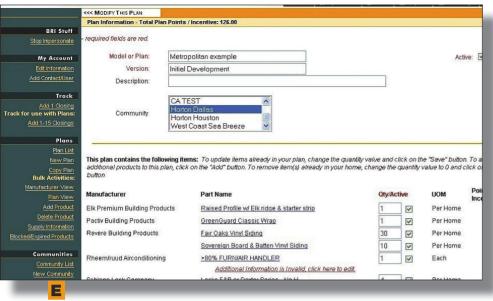
#### From Sales to the Floor Plan

The Builder 1440 software includes a new and enhanced suite of applications like Sales 1440, which is an on-demand CRM tool that manages the sales process from first Web site visit to home configuration; lot and floor plan selection; and contract generation. The SiteAuthor maintains the builder's Web site with inventory and pricing information for Internet marketing. Floor plans, photos and pricing can be instantly modified with the user-friendly interface. For FREE information, visit http://pb.ims. ca/5337-210

#### All Quiet on the HomeFront

A new addition to the company's Home-Front Sales Management System from Zybertech is a cross-department tracking software that keeps centralized price books of models and options as well as sales and documentation processes available for viewing in Microsoft Word and Crystal Reports. The secure software allows shoppers to see lot, model and option information, and partners can view the customer-chosen options and upgrades. For FREE information, visit http://pb.ims.ca/5337-211







#### All's Calm in the HomeSphere

The new Builder 360 Version 3.29.1 from HomeSphere and Focus360 is built on Microsoft's .NET architecture and tracks back-office procedures such as purchase orders and payroll tasks. As an integrated system, the software incorporates all data entered and acts as a repository to help plan ahead. For FREE information, visit http://pb.ims.ca/5337-212

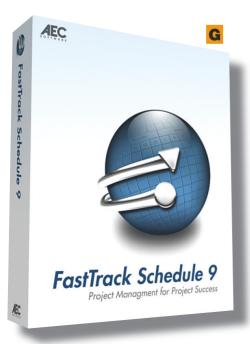


New technology available to builders from Chief Architect is the Version 10. Able to make plan sets and blueprints, cost estimating and 3-D interior design models. it creates detailed floor plans, elevation views and cross-sections. The system has over 18,000 library items, including CAD details and other elements from namebrand manufacturers. Cost estimating is done with the software's Automatic Material List Generator and basic design plans can be created with the Automatic Framing and Roof Generation tools. For FREE information, visit http://pb.ims.ca/5337-213

#### Success on the **FastTrack**

Project management software FastTrack Schedule 9 from AEC Software is the latest version from the company. It has a new interface with more direct integration with Microsoft Project on both PCs and Macs. It can predict cash flow and cost outlays, and the software can track up to 25 home projects at one time, including the status of subcontractors. For FREE information, visit http://pb.ims.ca/5337-214





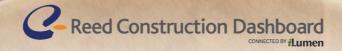


# How successful builders navigate the road ahead.

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Caution: Sharp Objects!

Here's a new product made for sawing through reinforced concrete and masonry materials. The SpeedWave Diamond Blades from Bosch feature synthetic diamonds bonded directly to the blade core and a vibration-dampening Cooling Disc that reduces friction. The SpeedWave is available in 4½-, 5-, 7- and 9-inch diameters. For FREE information, visit http://pb.ims.ca/5337-215

This is where you really get to have fun—tools are toys for big boys and girls. Ultra lightweight construction, longer-lasting batteries and faster drilling speeds are the hallmarks of the coolest stuff out there. But tools are prime targets for job site theft. Invest in security and think beyond a strong box. Many products include sensors and silent alarms that use cellular technology to notify a monitoring center, which will send contractors or police to the scene.



The LM800 Single-Beam Horizontal Self-Leveling Rotary Laser by Stanley represents a forward leap in survey technology. It features single speed rotation with dual slope capability up to about 10 percent and has a 2,800-foot range. The laser's Anti-Drift System signals the operator when unit is moved out of position. For FREE information, visit http://pb.ims.ca/5337-216

#### **B** There's a Pocket for Everything

The JobMax fittings bag is a new storage line from Ridgid Professional Tools. It offers six interior pockets and three exterior pockets made of Neoprene with a doublewall construction. The bag is rated for all weather, and its interior is PVC-coated to resist water. For FREE information, visit http://pb.ims.ca/5337-217

#### What Sharp Teeth You Have

Milwaukee's new Ice Edge reciprocating saw blades for cutting metal and other applications have precision-ground teeth with deeper gullets for strength, sharpness and longer blade life. The 1/2-inch universal tang fits all of the company's Sawzall reciprocating saws and most competitor models. For FREE information, visit http://pb.ims. ca/5337-218

#### Please Clear Area Before Nailing

A unique new tool from Hitachi is the NT65MA3 21/2-inch, 15-Gauge Angled Finish Nailer. The nailer has an integrated air duster that can clear away debris and dust from the work surface in preparation for nailing or gluing. It also has an easy-to-clear nose for nail extraction if a nail jam occurs. For FREE information, visit http://pb.ims. ca/5337-219





# Now With Orbital Action

Dewalt's DW311K reciprocating saw is designed with a 13-amp motor for heavyduty applications. The DW311K is equipped with orbital action, a first for the company's reciprocating saws. Additionally, the DW311K has a variable speed control dial. For FREE information, visit http://pb.ims.ca/5337-220

#### Made for that Tight Space

A new addition to Black & Decker's storied line of tools is the 18-volt Compact Cordless Drill. Designed for tight spaces, it has variable speed and reverse controls for drilling and driving in a variety of materials. For FREE information, visit http://pb.ims.ca/5337-221

## Cordless and Flexible

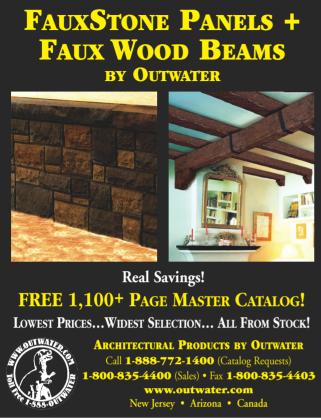
New cordless technology from Ryobi is incorporated into the ergonomically designed 18-volt P410 Random Orbital Sander. It has a 10,000 Orbit-Per-Minute motor, and the random orbital action provides a fast, smooth, swirl-mark-free finish. For FREE information, visit http://pb.ims.ca/5337-222

# Precise and Perfect

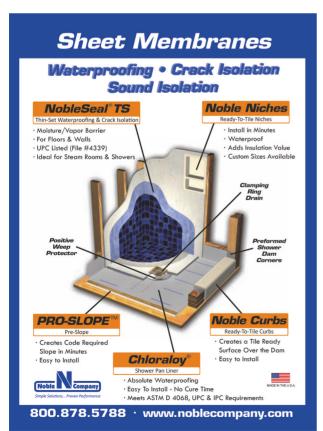
Part of the latest offerings by Starrett is the ProSite Miter Saw Protractor. It instantly transfers any angle directly to the miter saw by a red scale and arrow (miter cut function) to provide the exact miter saw setting for making perfect miter joints every time. For FREE information, visit http://pb.ims.ca/5337-223

#### ■ These Gloves Were Made for Working

Equally suited for the road and the job site, Remington's new work gear includes the RG-10 slip-on gloves. Tough and durable, they have an elastic flair cuff, reinforced fingertips and leather palms. The company's RG-11 utility glove comes with a breathable spandex back and streamlined wrist. Other models have neoprene knuckle bands, gel pads or padded leather knuckles. For FREE information, visit http://pb.ims. ca/5337-224



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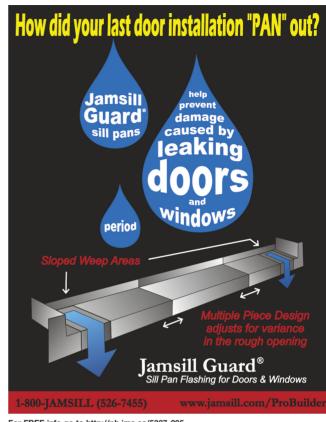


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- Tuesday, Sept. 25 Friday, Sept. 28
- Chateau Elan Winery & Resort
- Braselton, Georgia

#### 2007 BENCHMARK CONFERENCE HIGHLIGHTS

#### ■ Tuesday, September 25

- ► Housing Tour Greater Atlanta
- ▶ Welcome cocktail reception

#### ■ Wednesday, September 26

- ► Keynote Jason Jennings, "Think Big, Act Small"
- ▶ J. Walker Smith, "Consumers Are in Control"
- ▶ James Haughey, State of the Industry Review
- Frank Alexander, NHQ Panel Discussion
- Afternoon Breakout Sessions
- 2007 Benchmark Awards Gala, featuring the 2007 NHQ Awards, AVID Awards and the 2008 Builder of the Year presentation

#### ■ Thursday, September 27

- Keynote Robert Kriegel, "Break It! Bringing Successful Innovation and Creativity to Your Business"
- ▶ John Rymer, "7 Things You Can Do Right Now to Improve Sales"
- Sales Professionals Panel
- Avid Ratings Awards Panel Discussion
- ► Rick Heaston, "Relationship Selling"
- Sales Professionals Panel
- ► Fun Night at the Winery

#### FRIDAY, SEPTEMBER 28

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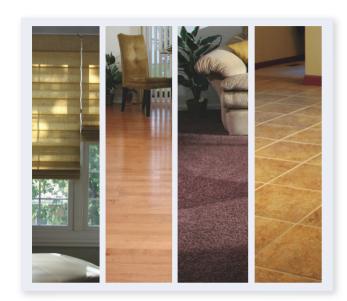
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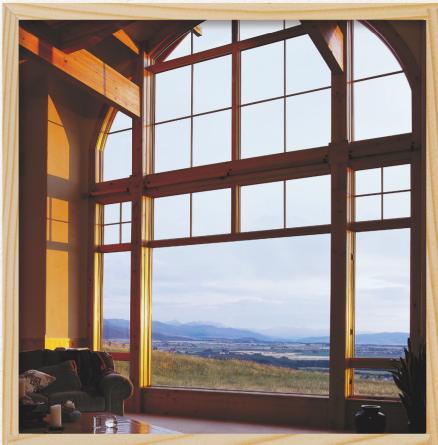






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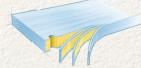


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