

# ACTION NEWS

The Official Publication of the  
Southwestern Indiana Builders Association

2175 N. Cullen Ave      Evansville, IN 47715  
~ 812-479-6026 ~



MARCH, 2006  
VOL. 29, NO. 3



## SIBA DATES

- March 14 - 5:30pm, Holiday Inn  
SIBA M'ship Mtg.....p5
- March 28 - 4:30pm, SWAT Pest & Lawn  
RC Meeting.....p6
- March 31 - 4:30pm, SIBA Office  
Scholarship Deadline.....p9
- April 3 - 4:30pm, SIBA Office  
Parade Book Ad Copy Deadline



**President's Message**  
by **BILL KATTMANN**  
*Kattmann Construction, Inc.*

February was a great month for the Builders Association and its members. My special thanks goes to Morton Marcus who visited our membership meeting and to Joe Lstiburek who led us in a full-day workshop on Building Science. I think it's important to have someone like Marcus address the SIBA membership. Even though it might not be so easy to hear, Mr. Marcus stretches our thought-boxes and forces us to consider how we run our businesses. Listening to ideas about change can be difficult. Especially for people who don't like change – even if it leads to improvement.

See **PRESIDENT'S**, page 25

## PARADE AUCTION

PARADE MAP LOGO

MEDIA TAGS

HOME PAGE BANNER AD

*(See page 9 for details)*

## MARCH HIGHLIGHTS:

- Front-Lot Vectren Service.....p.4*
- Home & Remodeling Expo Picks Up Sponsors.....p.6*
- Scholarship Deadline.....p.9*
- New Vanderburgh License.....p.12*
- Website Additions.....p.16*
- Newburgh Contractor Registration.....p.18*
- Henning Honored With Spike.....p.22*

*"The best effect of fine persons is felt  
after we have left their presence."*

- Ralph Waldo Emerson

Presorted Standard  
U.S. Postage  
PAID  
Permit No. 1848  
Evansville, IN

## Benthall Bros., Inc.



### Distributors of Fine Building Products

- Hurd Wood & Vinyl Windows & Doors
- Moss & Weatherlok Vinyl Windows
- Coronado stone veneer (*supply or install*)
- CHI overhead garage doors
- Entry Doors (*steel & wood*)
- Vinyl siding & trim (*dozens of colors*)

**424-0413**  
- Since 1943 -



### Free Delivery

### Largest Benjamin Moore Paint Inventory in the Tri-State

201 N. Royal Ave.  
**471-7070**

2201 W. Franklin St.  
**422-2901**

## Experience The Sun Difference

The Sun Difference means better products and service for you.

- Made to Order
- Regionally Manufactured
- Competitive Pricing
- High-Quality Products
- Great Selection
- Outstanding Service



Call (800) 328-1151

[www.sunwindows.com](http://www.sunwindows.com)



Action Pest Control is the tri-state's choice for proven protection against **all pests** - including ants, roaches and termites. Only Action combines the region's most advanced equipment and technology with the professional service the Tri-state has trusted for over fifty years.



[www.actionpest.com](http://www.actionpest.com)

FOR ALL YOUR  
LIGHTING NEEDS

## Fan & Light World

400 S. Green River Road

- |                  |                   |
|------------------|-------------------|
| CEILING FANS     | MIRRORS           |
| CHANDELIERS      | BATHROOM LIGHTING |
| OUTSIDE LIGHTING | DOOR CHIMES       |
| KITCHEN LIGHTING | CENTRAL VACUUM    |
| RECESSED         | BATHROOM VENTS    |
| TRACKLIGHTING    | LAMPS             |
| FOYER LIGHTS     | INTERCOM SYSTEMS  |

**PHONE: 473-0535**

**MON. - FRI. 8-6**  
**SAT. 9-5**

## MARTIN BROTHERS STONE

265 Styles & Colors  
Exterior/Interior  
We Supply & Install  
28 Years Talent / Experience  
Showroom open  
by appointment  
(We are out laying stone!)  
Low Overhead  
Unmatched Service!!  
**853-5440**



2501 Broadway Avenue

Evansville, IN 47712

We're not comfortable until you are.

**(812) 423-0056**



Ready Mixed Concrete  
"We're Proud of our work."

424-3551  
or  
1-800-723-7523



"WHERE SERVICE AND QUALITY MEET"

QUALITY READY-MIX CONCRETE

- CURE AND SEAL PRODUCTS
- WIRE MESH
- REBAR
- TOOLS

4300 VOGEL RD.  
EVANSVILLE, IN 47715

PHONE (812) 474-6715

FAX (812) 474-6717



ACTION NEWS is the Official Publication of the Southwestern Indiana Builders Association  
Advertising Information available upon request.

**2006 COMMITTEE CHAIRS**

**MEMBERSHIP**

Mike Zehner, Zehner Development

**REMODELORS' COUNCIL**

Larry Koch, Koch Construction

**PARADE**

Jeff Happe, Happe & Sons Construction  
Ann-Marie Dougan, VECTREN

**GOLF OUTINGS**

Danny Davis, Davis Homes

**LEGAL ADVISOR**

Shannon Frank, McCray Lavallo Frank & Klingler

**CHRISTMAS DANCE**

Jennifer Mitchell, Windows of Evansville

**CODES**

Ron Dauby, Dauby Construction, Inc.  
Dave McClary, River Valley Homes

**POLITICAL ACTION**

Carl Shepherd, Shepherd Construction

**SCHOLARSHIP**

Bill Kattman, Kattmann Construction, Inc.

**SIBA STAFF**

**EXECUTIVE DIRECTOR**

Bill Pedtke  
E-mail: bpedtke@SIBAonline.org

**ASSOCIATION SERVICES DIRECTOR**

Shannon French Holt  
E-mail: sholt@SIBAonline.org

**ADMINISTRATIVE ASSISTANT**

Nancy Maiden  
E-mail: nmaiden@SIBAonline.org

**ACTION NEWS  
2006 DEADLINES**

Issue	Deadline
January	December 16
February	January 18
March	February 17
April	March 17
May	April 14
June	May 12
July	June 16
August	July 14
September	August 18
October	September 15
November	October 13
December	November 17

**EXECUTIVE OFFICES**

2175 N. Cullen Avenue  
Evansville, Indiana 47715  
Phone: 812-479-6026  
Fax: 812-479-6340  
Office Hours:  
8:30 a.m. to 4:30 p.m.  
Website:  
[www.SIBAonline.org](http://www.SIBAonline.org)

**2006 OFFICERS**

**President**

Bill Kattmann, Kattmann Construction, Inc.

**Vice President**

Jeff Happe, Happe & Sons Construction

**Treasurer**

Max Jones, Heritage Federal Credit Union

**Secretary**

John Graupner, Lowe's Home Centers

**Immediate Past President**

Bill Badger, Sr., Badger Construction, Inc.

**Executive Director**

Bill Pedtke

**STATE DIRECTORS**

Bill Badger, Sr.  
Alan Bosma  
Jeff Happe  
Bill Kattmann  
Mike Martyn

Sandy Smith Jones  
Darrell Spears  
Ted Ubelhor  
Mike Zehner

**IBA LIFE DIRECTORS**

\*W.C.Bussing  
Ron Dauby  
Bob Hatfield  
\*Steve Heidorn

Larry Koch  
Damien Scheessele  
David Schroeder  
\*Carl Shepherd

\* denotes Past State President

**NATIONAL DIRECTORS**

Carl Shepherd, Bill Badger, Sr.  
and Bill Kattmann

**SPECS**

Ad Size	Width	Height
1/9-Page	2 1/2" x	3 1/4"
1/2-Page	7 1/2" x	4 3/4"
Full Page	7 1/2" x	9 3/4"
Insert	7 1/2" x	9 3/4"

**RATES**

Size	1X	3X	6X	12X
Ninth	\$30	\$90	\$180	\$360
Half	\$60	\$180	\$360	\$720
Full	\$117	\$351	\$702	\$1404
Insert	\$205	\$615	\$1230	\$2460

**BOARD OF DIRECTORS**

**BUILDERS**

Dan Buck  
Shane Clements  
Greg Kuhlman  
Bruce Miller  
Dave McClary  
Chad VanZilen  
Mike Zehner

**ASSOCIATES**

Bruce Biggerstaff, Sr.  
Mark Hansen  
John Schneider  
Darren Spainhoward  
Ted Ubelhor

**REMODELERS**

Steve Fest  
Ken Stevens

SIBA LIFE DIRECTOR: W.C. "Bud" Bussing

The information provided in this publication is for informational purposes only.  
Due to complexities of applicable building codes, construction applications, and facts specific to each situation, individuals should consult with a qualified contractor regarding specific construction needs or concerns.

SIBA does not guaranty acceptance by any member nor does it guaranty any products or services offered by MMIC or Logan Lavelle & Hunt. SIBA recommends that members perform their own due diligence and consult with appropriate advisors regarding all insurance products and programs.

# IT'S A DIRTY SHAME



## The Pedtke Perspective

by  
Bill Pedtke

Whoever coined the phrase, "It's a dirty job, but someone's gotta do it" might have had some insight into the new soil erosion regulations that are about to hit Vanderburgh County.

Years ago, EPA wrote Phase 2 of the Clean Water Act, and handed it down to the states for implementation. In Indiana, the regulation was taken by IDEM, who wrote Rule 5. IDEM then handed it down to local government to enforce. Another typical unfunded mandate was pushed.

In Vanderburgh County, an ordinance was recently adopted that places the County Engineer in charge of the program, in addition to many others. And it is now estimated that in mid-March, the County Engineer's office will implement the entire program, from plan review through permit termination. Actually, IDEM will remain the overseer of the local program.

There were several changes in the regulations for the typical developer. For example, the standard for area disturbed was reduced to one acre from five. So if one acre, or more, is disturbed by construction/development activities, a permit is required. There are many other requirements including self-monitoring programs – most of which DO NOTHING for actual control over soil erosion. Paperwork. Paperwork. Paperwork. This is the type of additional hurdles for developers to provide tomorrow's housing.

And for the builders who build homes on the lots in subdivisions, a permit is not required for individual lots where less than one acre is disturbed. Typically, the developer already has the permit. However, there are requirements for the builders too. They include:

- 1) Comply with the developer's permitted plan
- 2) Construction site entrance
- 3) Perimeter erosion controls
- 4) Minimize discharge from lot until

completion of construction activities

- 5) Clean-up sediment washed onto the road
- 6) Repair any damages caused by your construction activities (that includes your subcontractors and suppliers too!)

These requirements can have an actual impact on the erosion problem. Paperwork cannot. However, paperwork has a cost attached. Consider the price of a home being based on papers signed at the closing. Not square footage, location or quality of construction. But the countless pages signed at the closing. Any connection between the value of the house you're buying and the price? Not really.

And neither will the paperwork requirements add to resolving the erosion problem.

But do we really have a problem?

After Phase 2 was handed down, EPA reported that only two percent of our problems with water pollution are caused by construction activities. So..... if there were 100% compliance with all of these new regulations, the possible improvement made would be 2% in water quality.

Perhaps a majority of people are really worried about the water quality in the world, or even just in the community. Maybe they're mad as hell and they're not going to take it anymore. But would even the whacko "Greenie-Weenies" (aka "Environmentalists") have been known to employ tactics that make a difference. And I'm not so sure that 2% improvement is big enough to warrant adding these costs.

Now, I'm sure you're scratching your heads in wonderment to determine if all this is worth its while. It is estimated that the new regulations add approximately \$1500 to each new house in a development.

What would you expect the answer to be if you asked the typical new home buyer if they would be willing to tack-on an extra \$1500 to their home, not for value, but for doing their part of cleaning the world's water quality by a whopping 2%. I believe the response would be a resounding "No thanks!"

And by the way, this IS a fair question to pose to buyers. The phone company is famous for splitting away its regulation-based fees on our invoices. If you're so bold to inquire about them to the phone company, they tell you to call your Congressman. Perhaps home builders should implement the same kind of break-

down on their price of homes. When the boldest of the bold customers call to inquire about the breakdown, tell them to call their Congressman. And the builder is happy to allow the call to be made on service they prefer.

Thanks to the regulating agencies of our federal and state governments, making sense is no longer a part of the equation. The regulations are now part of local requirements for construction activities.

I'm sure local government doesn't want to upset people to this degree. In unrelated parts of the Phase 2 regulations there are new restrictions on existing homes and businesses too, such as dumping stuff down drains. It's probably a good thing to prevent restaurants from illegally dumping their grease disposal down a public drain. But we're also facing eliminating common things such as washing cars in driveways.

As all the levels of the Clean Water Act begin to affect the lives of more people, we will hear more squeaky wheels than just land developers. As has become commonplace, the developers are not the only ones to face short-minded regulations. These types of regulations hit developers first, but they don't hit developers least.

Sooner than later, I'll bet we all wish we could put one more thing down the drain!

## VECTREN FRONT LOT INSTALLATION

Effective May 1<sup>st</sup>, 2006 Vectren will cease offering rear lot installations of primary electric facilities for residential developments. This change is necessary in order to continue to safely and efficiently provide service to all our customers in the best manner possible. Developers that currently have rear lot primary electric facilities installed in a development will be allowed the choice of either front or rear lot installation on subsequent sections of the same contiguous development, provided that the installation complies with Vectren policies regarding installation and maintenance of those facilities. Until such time as the new policy takes effect on May 1<sup>st</sup>, developers providing final plans for a development or section of a development will be given the choice of either front or rear lot installation subject to our standard policies and procedures.

## 2006 MEMBERSHIP TOTALS

As of:	12/31/05	1/31/06
Builders	127	130
<u>Associates</u>	<u>279</u>	<u>281</u>
Total	406	411
<i>Y-T-D Net Growth: 1.2%</i>		<i>Annualized Retention: 87.4%</i>
<i>Total jobs represented: 19,390!</i>		

## WELCOME NEW MEMBERS

### A & D Construction

Abe Wittmer  
8005 E 925 N  
Odon, IN 47562  
**Phone:** 812-636-4991  
**Fax:** 812-295-5029  
**E-mail:**  
**WebSite:**

### Diversified Mech & Plb Svcs

Stephen Slow  
5355 Bethany Church Rd.  
Boonville, IN 47501  
**Phone:** 812-431-7639  
**Fax:** 812-842-0482  
**E-mail:** edslow@evansville.net  
**WebSite:**

### E & B Paving, Inc.

Todd Hoops  
PO Box 5066  
Evansville, IN 47716  
**Phone:** 812-475-1363  
**Fax:** 812-475-1376  
**E-mail:** todd.hoops@ebpaving.com  
**WebSite:** www.ebpaving.com

### First State Bank

Larry Northenor  
1010 W. Buena Vista  
Evansville, IN 47710  
**Phone:** 812-424-3623  
**Fax:** 812-424-1481  
**E-mail:** lnorthenor@fsbevansville.com  
**WebSite:** www.fsbevansville.com

### Folz Realtors Inc.

Randy Folz  
1033 E. Mt. Pleasant Rd.  
Evansville, IN 47711  
**Phone:** 812-425-5414  
**Fax:** 812-867-1205  
**E-mail:** rfolz@aol.com  
**WebSite:**

### Guttertech, Inc.

Mike Collins  
602 Atkinson St.  
Henderson, KY 42420  
**Phone:** 270-826-4653  
**Fax:** 270-826-6294  
**E-mail:** guttertech@gmail.com

### Olympia Homes LLC

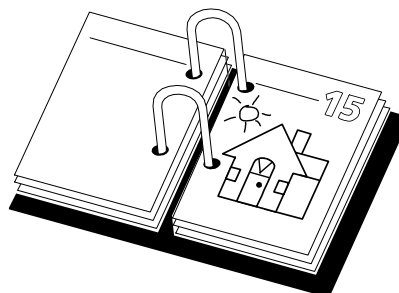
Mike Peterson  
303 N Hurstbourne Pkwy, #100  
Louisville, KY 40222  
**Phone:** 502-423-1005  
**Fax:** 502-423-1551  
**E-mail:**  
mpeterson@olympiabuilthomes.com  
**WebSite:** www.olympiabuilthomes.com

### Spring Valley/TD&T LLC

Ted Stucki  
1301 Laubscher Rd.  
Evansville, IN 47710  
**Phone:** 812-422-2471  
**E-mail:** springlakevalley@aol.com  
**WebSite:** www.springlakevalley.com

### U Build It

Paul Homan  
700 S. Green River Rd.  
Evansville, IN 47715  
**Phone:** 812-402-4121  
**Fax:** 812-402-4288  
**E-mail:** evansville.in@ubuildit.com  
**WebSite:** www.ubuildit.com



## Next Membership Meeting:

# March 14<sup>th</sup>

@ Holiday Inn, Airport  
(US 41 & Lynch Rd.)

"A Smoke-Free Environment"

## 5:30 p.m.

**\$18 with reservation  
(\$23 for walk-ins)**

~ RSVP ~

## 479-6026

~ PROGRAM ~

**Bill Jeffers,  
New Erosion Control**

~ SPONSORS ~

**Lensing Wholesale, Inc,  
Vectren &  
Ferguson Enterprises**



## LAST CHANCE TO RENEW

George Darr Contracting  
Gilmore Construction  
Reid Development  
Tim Elpers Custom Home Builders

Brown Brothers, Inc.  
Custom Woodcrafters  
McCullough's Welding & Fabrication  
Michael Williams Construction  
Niehaus Co.

Pat Schenk Floor Service  
Ruxer Service & Supply  
Ryan's Ace Hardware  
Sears Contract Sales

*As of 2/15/06, these members have not renewed their Membership Dues and will lapse at the end of this month. If you see them, offer a friendly reminder of the benefits of being a SIBA member.*

## RC ROSTER

### REMODELERS

Bosma Construction  
 Comfort Homes  
 Core Contractors, Inc.  
 Creative Interiors  
 Dunn Building & Consulting, LLC  
 Fest Construction, Inc.  
 Happe & Sons Construction  
 Head's Construction, Inc.  
 Heidorn Construction, Inc.  
 Homes by John Peninger  
 JD's Construction  
 Koch Construction Inc.  
 Martin Brothers & Co., Inc.  
 MCF Construction  
 Nurrenbern Construction  
 Popham Construction Co.  
 Sandy Smith Builder, Inc.  
 Scheessele & Sons Construction  
 Shepherd Construction, Inc.  
 Daniel E. Temme Architect  
 Tri-State Restoration Contractors

### ASSOCIATE MEMBERS

A.B. White & Son, Inc.  
 Allied Building Products  
 All-Weather Products, Inc.  
 American Wholesalers  
 Benthall Bros Inc  
 Champion Windows  
 Diversified Mech & Plb Service  
 Electric 2000, Inc.  
 Evansville Tile Distributors  
 Evansville Winnelson  
 Fifth Third Bank  
 Gabe Mehringer Plumbing  
 ICI Paints, Inc.  
 Indiana Wholesalers Inc.  
 K-I Lumber & Building Materials  
 Ken Stevens, F.C. Tucker Emge Realtors  
 King's Great Buys Plus  
 Kight Lumber Co., Inc.  
 Kitchen Interiors  
 Koressel Glass Company  
 Lance Cabinet Shop  
 Lensing Wholesale Inc.  
 Louisville Tile Distrs. Inc.  
 Michael Gourley & Sons  
 Old National Bank  
 Overhead Door Co. of Evansville  
 Paint 'N Stuff, Inc.  
 Patton Heating & Air  
 PPG / Porter Paints  
 River City Elevator  
 Scholz Drywall & Interiors, Inc.  
 Sears Contract Sales  
 Shelter Distribution  
 Sherwin Williams  
 Sun Windows, Inc.  
 Swat Pest  
 Windows of Evansville

# REMODELERS COUNCIL

### 2006 Officers

Chairman: Larry Koch  
 Vice Chairman: Nina Lance  
 Secretary/Treasurer: Jeff Head

## CONCRETE ASS'N, ON LINE FOR 2006 EXPO

### South Central Adds Radio Sponsorship

**Expo: October 20, 21 & 22**

The Remodelers' Council made a big announcement for the second annual Home & Remodeling Expo. The Indiana Ready Mixed Concrete Association ("IRMCA") has elected to be the Title Sponsor for the 2006 Expo, scheduled for October 20, 21 and 22, 2006 at Washington Square Mall.

"The IRMCA is a perfect fit for the Fall Expo", commented RC Chairman Larry Koch. They share much of the same goals with regard to the Expo's participants and audience." IRMCA includes members such as IML, Concrete Supply and Meuth Concrete, who are also members of SIBA.

Koch also announced the new

partnership with South Central Radio Group, a 5-station cluster including WIKY and 93.5 the Wolf, as the 2006 Media Partner. "The media package brought to the table by South Central for the 2006 Home & Remodeling Expo MORE THAN TRIPLES the advertising budget!"

The 2005 Expo was the first of its kind by the Remodelers Council, and incurred the typical growing pains of the first year of any exposition. But with the added media from South Central and the increased billboards and newspaper promotions made possible by the Concrete Association sponsorship, the 2006 Expo is sure to be an outstanding fall event for the community and a huge success for SIBA and its members.

## RC @ PROSOURCE

Special thanks to ProSource Wholesale Floor Coverings for hosting the January Remodelers' Council meeting.



from left to right: ProSource representative Tim Arnold tells Nina Lance, Larry Koch & Steve Coulup about some of the newest products in wood laminate.



from right to left: ProSource representative Amy Bass shows off some new tile to remodeler members Steve Heidorn, Rick Oakley and Jamie Allen.



ProSource representative Tammy Arnold discusses carpet with Remodelers' Council past chairman, Damien Scheessele. ProSource sells to members only and will make personal appointments with members' clients.

## NEXT REMODELERS' COUNCIL MEETING: MARCH 28, 2006

**4:30 pm**

**@ SWAT Pest & Lawn  
Management**

(2750 N. Burkhardt Rd.)

# SIBA Spike Club Members

## SUPER SPIKES

(250-499)

<b>Tommy Thompson</b>	<b>329</b>
<i>Thompson Homes, Inc.</i>	
<b>Bob Hatfield</b>	<b>265</b>
<i>Custom Homes by Bob Hatfield</i>	

## ROYAL SPIKES

(150-249)

<b>Carl Shepherd</b>	<b>227</b>
<i>Shepherd Construction, Inc.</i>	
<b>Mike Talbert</b>	<b>219</b>
<i>Homes by the Talbert Group</i>	
<b>Steve Heidorn, CGR CGB CAPS</b>	<b>187</b>
<i>Heidorn Construction, Inc.</i>	
<b>Ron Dauby</b>	<b>182</b>
<i>Dauby Construction</i>	
<b>Scott Jagoe</b>	<b>181</b>
<i>Jagoe Homes, Inc.</i>	

## RED SPIKES

(100-149)

<b>Ron McGillem</b>	<b>144</b>
<i>R.A. McGillem Custom Homes</i>	
<b>Alan Bosma, CGB CGR</b>	<b>140</b>
<i>Bosma Construction, Inc.</i>	
<b>C. Frank Scholz</b>	<b>131</b>
<i>Scholz Drywall &amp; Interiors, Inc.</i>	
<b>Sandy Smith Jones</b>	<b>128</b>
<i>Sandy Smith Builder, Inc.</i>	
<b>Jeff Hatfield</b>	<b>124</b>
<i>Core Contractors</i>	
<b>Dan Buck</b>	<b>120</b>
<i>Dan Buck Development</i>	
<b>Glenn Nurrenbern</b>	<b>118</b>
<i>Nurrenbern Construction</i>	
<b>Larry Koch, CGB</b>	<b>107</b>
<i>Koch Construction, Inc.</i>	
<b>Damien Scheessele</b>	<b>107</b>
<i>Scheessele &amp; Sons Construction</i>	
<b>Brad Sterchi</b>	<b>106</b>
<i>Sterchi Homes Corporation</i>	
<b>W.C. "Bud" Bussing</b>	<b>104</b>
<i>Bussing Construction</i>	

(as of 1/31/06)

## GREEN SPIKES

(50-99)

<b>Brad Killebrew</b>	<b>92</b>
<i>Killebrew Brick, Inc.</i>	
<b>Al Bauer, Jr.</b>	<b>87</b>
<i>Bauer Homes</i>	
<b>Bill Badger, Sr.</b>	<b>77</b>
<i>Badger Construction, Inc.</i>	
<b>Mike Martyn</b>	<b>76</b>
<i>Martyn Custom Homes</i>	
<b>Dick Zirkle</b>	<b>67</b>
<i>Benthall Brothers, Inc.</i>	
<b>Danny Davis</b>	<b>63</b>
<i>Davis Homes</i>	
<b>Bill Jagoe</b>	<b>55</b>
<i>Jagoe Homes, Inc.</i>	
<b>John Peninger, CGB GMB CAPS</b>	<b>55</b>
<i>Homes by John Peninger</i>	
<b>Darrell Spears</b>	<b>55</b>
<i>Spears &amp; Norman Homes</i>	
<b>Jim Muth</b>	<b>52</b>
<i>Complete Lumber, Inc.</i>	
<b>Jim Arvin</b>	<b>51</b>
<i>Arvin Sign Services</i>	
<b>Wayne Henning</b>	<b>51</b>
<i>Old National Bank</i>	

SIBA Members must earn six spike credits within two years to become a Blue Spike. Blue Spikes must then recruit two spikes per year until they reach Life Spike status with 25 Spikes.



**NAHB SPIKE CLUB**

## LIFE SPIKES

(25-49)

<b>Herb Schumacher</b>	<b>46</b>
<i>Schumacher Custom Homes</i>	
<b>Walt VanZilen</b>	<b>45</b>
<i>Selective Homes by Chad &amp; Dad</i>	
<b>Rick Oakley, CGR CAPS</b>	<b>42</b>
<i>Creative Interiors/ReBath</i>	
<b>Robbie Sears</b>	<b>31</b>
<i>VECTREN</i>	
<b>Bert Warner</b>	<b>31</b>
<i>Windows of Evansville</i>	
<b>Jill Hayden</b>	<b>29</b>
<i>J.H. Hatfield Homes</i>	
<b>Chris Combs</b>	<b>27</b>
<i>Combs Landscape &amp; Nursery</i>	
<b>Rick Schapker</b>	<b>27</b>
<i>Pella Windows &amp; Doors</i>	
<b>Ted Ubelhor</b>	<b>27</b>
<i>Fifth Third Bank</i>	
<b>Mike Zehner, CGB GMB</b>	<b>27</b>
<i>Zehner Development Corporation</i>	
<b>Mike Frank</b>	<b>26</b>
<i>Insulpro, Inc.</i>	

## BLUE SPIKES

(6-24)

<b>Jeff Happe</b>	<b>23</b>
<i>Happe &amp; Sons Construction</i>	
<b>Brent Holweger</b>	<b>23</b>
<i>Holweger Development &amp; Construction</i>	
<b>Tony Arvin</b>	<b>12</b>
<i>Arvin Construction Co., Inc.</i>	
<b>Jon Newcomb</b>	<b>11</b>
<i>Eagle Construction/Folz Realtors</i>	
<b>David McClary</b>	<b>11</b>
<i>River Valley Homes</i>	
<b>Jennifer Mitchell</b>	<b>11</b>
<i>Windows of Evansville</i>	
<b>Bruce Miller</b>	<b>9</b>
<i>Barrington Development</i>	
<b>Chad Ailstock</b>	<b>8</b>
<i>Ailstock Homes, Inc.</i>	
<b>Chuck Murphy</b>	<b>6</b>
<i>Murphy Homes, Inc.</i>	

# GABE MEHRINGER PLUMBING, INC.

PL81055103

"Where Quality Begins Inside the Walls"

New Home Specialist  
Repairs & Installations

**Since 1971**

Newburgh                  Evansville  
853-2321      479-1614

# AMERICAN SEAL COATERS, LLC



**BASEMENT & CRAWLSPACE**

**WATERPROOFING CONTRACTORS**

**812-430-6851**

[www.houseguard.com](http://www.houseguard.com)

## FIFTH THIRD MORTGAGES

- Construction loans
- Fixed & adjustable rate loans
- 100% financing with no maximum income restrictions



Contact Traci Horthy when you're ready to buy, build or refinance.

**812-456-2961**  
[traci.horthy@53.com](mailto:traci.horthy@53.com)

**TRACI HORTHY**  
Mortgage Loan Originator



Fifth Third and Fifth Third Bank are registered service marks of Fifth Third Bancorp. Member FDIC



# LENSING BUILDING SPECIALTIES™

- Windows & Doors
- Kitchen & Bath Cabinets
- Wire & Melamine Storage
- Fireplaces
- Garage Doors

Business Office:

**423-6891**

600 North Sixth Avenue • Evansville, IN

**Home Consultants Center™**  
Builder Showrooms located in  
Evansville • Owensboro



## Scholz Drywall and Interiors

609 N. Weinbach Avenue  
Evansville, IN 47711



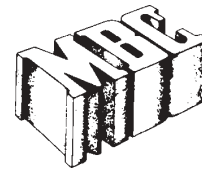
**Fehrenbacher Cabinets, Inc.**  
8944 Highway 65  
Evansville, IN 47720

Custom Cabinet design, manufacturing, and installation  
Granite, Zodiaq, Corian, and Laminate Countertops

Sub-Zero/Wolf, Asko, Kitchen Aid,  
Whirlpool Appliances

(812) 963-3377 [www.fci3.com](http://www.fci3.com)

"MEETING YOUR NEEDS SINCE 1920"



## MILLER BLOCK AND BRICK CO.

- CONCRETE BLOCKS
- ARCHITECTURAL BLOCKS
- FACE BRICKS
- PATIO BRICKS
- CONCRETE PAVERS
- GLASS BLOCKS
- MASONRY SUPPLIES

1700 W. FRANKLIN ST. EVANSVILLE  
NEXT TO PIGEON CREEK BRIDGE

**422-2864**

**AD SPACE AVAILABLE CALL 479-6026**



State of the art Design and Manufacture

- ▲ Trusses                  ▲ Prefab Wall Panels
- ▲ Components          ▲ Crane Service

P.O. Box 191 • 810 HYROCK BLVD. • BOONVILLE, IN 47601

PHONE (812) 897-3064 • FAX (812) 897-3069

1-888-388-3064



## MEMBERSHIP MOMENTS

by  
**Shannon French Holt**

## 2006 PARADE OF HOMES FIELDS 65

The Parade of Homes is a 55-year tradition in the our community. Beginning with one home, designed by a Reitz High School student and cooperatively built by several Builders Association members in 1951, the Parade of Homes has grown into a life-size brochure for the newest and most innovative products and trends in the building industry.

For the 2006 Parade of Homes, 65 homes have been entered to be on display June 10 through June 18. Each year, crowds of thousands have flocked to larger Parade homes to experience the shock and awe of the upper-scale life style. But each year, the Parade also offers an excellent opportunity for the first-time homebuyer to find just the right floor plan or that baby-boomer to find just the right builder. With 65 entries, all Parade goers are sure to find something just right for their individual needs. And all 49 Parade Builders are sure to find just the right homebuyer to match their distinctive building clientele.

No matter the reason for attending, the 2006 Parade of Homes is sure to be a success for all involved. The value generated for the entire community in this single week is staggering. Consider, for property tax purposes, the more than \$15 million in added real estate value, the payroll that was earned by local workers and the income tax generated during the production of these homes. Consider the streets, sewers, water lines and electrical services and all the new users that will be connected to these systems and pay for the services – forever! Also, consider the number of SIBA members that have products or services in at least one of the 65 homes. And then think about the future business generated from the workmanship seen at the home. WOW!

Don't miss your chance to be part of one of the largest community events - the 55<sup>th</sup> Annual Parade of Homes. See the complete listing of Parade Entries on page 4 of the insert and Advertising and Sponsorship information on page 21. Call the SIBA office for more information—479-6026.

## Up For Renewal...

2-10 Home Buyers Warranty  
Absolute Painting Contractor Inc.  
American Seal Coaters, LLC  
B.M.B., Inc.  
Barrington Development Group  
BRG Homes  
Carpet One  
Countrywide Home Loans  
Erosion Resources & Supply Inc.  
Gabe Mehringer Plumbing, Inc.  
Gerhardt Tile Contractors  
Goodman Concrete Walls, Inc.  
Hoosier Tile & Marble  
Lea Matthews Furniture & Int.  
MCF Construction  
Mike Williams Gar.Doors/Openers  
Nvision Designs LLC  
Paint Distributors, Inc.  
Pasco Painting, Inc.  
Perk-A-Lawn Gardens  
Regal Homes of So. Indiana  
Sandy Smith Builder, Inc.  
Scheller, Woodruff & Associates  
Seward Sales  
Shively & Associates  
Superior Deck & Fence Co.  
Terminix International  
Tony The Tiler

*These members are up for renewal in  
March. If you see them, offer a friendly  
reminder to renew!*

## DIRECTORY UPDATES

*The following are corrections, changes  
and updates to the 2006 Membership  
Directory and Reference Handbook.  
Please make the appropriate changes to  
your directory to keep it up-to-date.*

### Matrix Home Concepts

New Address: PO Box 1446

Newburgh, IN 47629

Pg 98

### Paint 'N Stuff, Inc.

Primary Contact: Barbara Maldonado

Pg 103

### Peoples Trust & Savings Bank

Primary Contact: Dennis Patton

Pg 104

## PARADE TO AUCTION LOGO ON MAP

The 2006 Parade of Homes committee approved an exciting new element to Parade of Homes sponsorships.

If the Platinum Sponsorship has not been purchased as of March 14, a few of the "hot ticket" items will be auctioned off at SIBA's March membership meeting. Bids will be accepted from SIBA members during the meeting in a live auction format. The highest bidder for each item will be sold the respective item.

Items for the live auction include:

**Hot Ticket Item #1: COMPANY LOGO ON PARADE MAP (all print and web versions)**  
Minimum Bid: \$2500

Key Information: Your company logo will appear in the corner of all Parade Maps including:

- 80,000 Parade Books
- one full-page ad in the Evansville Courier and Press
- every time the map is viewed or printed from [www.2006paradeofhomes.com](http://www.2006paradeofhomes.com)

See **PARADE**, page 16

## SIBA SCHOLARSHIPS MARCH DEADLINE

Applications and guidelines for the SIBA scholarships will be available at the March membership meeting and at the SIBA office. The deadline for returning the application and all letters of recommendations to the SIBA office is March 31, 2006. The scholarship awards are open to all students seeking higher education, regardless of the involvement in the construction industry. When considering applicants, the scholarship committee, chaired by Bill Kattmann, looks at academic achievement, extra curricular activities and relationship to the Builders Association. Call the SIBA office for more details – 479-6026.



**April 7, 8 and 9**  
**Roberts Stadium**

# PENINGER EARNS CAPS PROFESSIONAL DESIGNATION

Newburgh, IN, February 17, 2006 - John Peninger, GMB, CGB, CAPS (left), Homes by John Peninger, is congratulated by Mike Weiss, CGR, CGB, GMB, CAPS, instructor, for completing the "Working With and Marketing to Older Adults" course and the "Home Modifications" course to attain the Certified Aging-in-Place Specialist (CAPS) professional designation. The CAPS designation program teaches the technical, business management, and customer service skills essential to compete in the fastest growing segment of the residential remodeling industry – home modifications for the aging-in-place.

The National Association of Home Builders (NAHB) Remodelers™ Council – in collaboration with the AARP, NAHB Research Center and NAHB Seniors Housing Council-developed this program to provide comprehensive, practical, market-specific information about working with older and maturing adults to remodel their homes for aging-in-place.

In addition to completing the necessary coursework to attain the designation, Peninger, a member of the Southwestern Indiana Builders Association, must also



complete twelve hours of continuing education every three years and pay the annual renewal fee.

The professional designation programs are administered by the Indiana Builders Association (IBA) in conjunction with the NAHB University of Housing. Other designations programs available are the

Certified Graduate Builder (CGB), Certified Graduate Remodeler® (CGR), Certified Graduate Associate (CGA), and Graduate Master Builder (GMB).

For more information on the professional designation programs or membership in the Builders Association, contact IBA at 1-800-377-6334.




Exterior Premium Pine Door 1836AP

*Throw everything you know about wood out the window.*



Wood Radius Casement Window



Exterior Premium Pine Door 1836AP



Wood Double-Hung Window



JELD-WEN® windows and doors made with AuraLast™ wood will remain beautiful and worry-free for years. Unlike dip-treated wood, AuraLast wood is protected to the core and guaranteed to resist decay, water absorption and termite infestation for 20 years. **Ask your K-I Sales Representative for more info on AuraLast™ exclusively from JELD-WEN®.**



**RELIABILITY** for real life®



AVAILABLE AT:



## Lumber & Building Materials

"VOLUME-PRICE-SERVICE" SINCE 1932

%\$BCFH-?9BH 7?M  
 9J5BGJ-@@Z-B8-5B5Z++%  
 .%&!( \* (!& &  
 GHCF9 <CI FG.  
 AI: "+. \$\$'5A '1'). \$\$'DA  
 G5H' . \$\$'5A '1'& \$\$'BCCB

For more information and complete product warranties, see [www.jeld-wen.com/auralast](http://www.jeld-wen.com/auralast). ©2005 JELD-WEN, inc. JELD-WEN, AuraLast and Reliability for real life are trademarks or registered trademarks of JELD-WEN, inc., Oregon, USA.



## The Icynene® Advantage Bonus Room over the Garage



One of today's most popular home features is the bonus room over the garage. These rooms offer the homeowner desirable additional space, but are often uncomfortable – either too hot or too cold. Unfortunately, what should be a positive feature becomes a source of callbacks for the builder. Callbacks not only cost money for the builder, they are a major cause of homeowner dissatisfaction. The recently released “Housing Continuum Survey” found that 33% of homeowners who built their homes were unhappy with post-construction service – the callbacks required to fix problems.

The uncomfortable temperatures in bonus rooms occur because of significant heat transfer through the floor to/from the unconditioned space below. In theory, to maintain a comfortable and consistent room temperature, the floor in a properly insulated room should be at room temperature. In practice things are quite different. In the north, it is common to find floors that are 10° F cooler than the room. In the south, an extra cooling zone can be required just to handle the bonus room. Why? Because it is virtually impossible to install a fiber batt in a garage ceiling so that it is in contact with, and stays in contact with, the floor above. It is also impossible to install it accurately around bracing and bridging between joists.

Unfortunately, due to voids and air spaces that allow air movement, fibrous materials do not perform to their rated R-value. Because air gaps usually exist between the floor and insulation, there is room for air to infiltrate from the exterior. The cold/hot air essentially “short-circuits” the insulation material and renders it ineffective. When this happens, it means that the floor is essentially not insulated. More importantly, homeowners are left uncomfortable and customer satisfaction declines.

### **AIR SEALING WITH ICYNENE® IS THE SOLUTION**

The Icynene Insulation System® is an expanding soft foam insulation that both insulates and air seals to form a protective barrier. Expanding 100 times its initial volume, Icynene® aggressively adheres to the construction material that it contacts, filling all voids to minimize both heat transfer and air infiltration. No air infiltration means the bonus room can maintain a comfortable temperature.

**No more callbacks! Increased customer satisfaction!**

**Graber Insealators, Inc.**  
**12324 E 250 N**  
**Loogootee, IN 47553**  
**Toll free: 866-295-2448**

# MANUFACTURED HOUSING TO GET NEW LICENSE & REGISTRATION

The Vanderburgh County Construction and Roofing Licensing Board recently approved a new license for repairing Manufactured Homes. This license would allow only repairs and maintenance to manufactured housing, not any modular or conventional construction. This license would cover repairs and replacement of windows, doors, siding, roofing, skirting, interior repairs to walls and ceilings, changing faucets, receptacles, switches, light fixtures and other non-structural items. This license would not permit the installation of a manufactured home, installation of additions, decks, porches, etc. Just repairs and maintenance to the mobile/

manufactured home.

The grandfathering period for this new license would be limited to 90 days from the adoption of the ordinance changes. After that time a test is expected to be ready to be administered for this licensed activity and efforts will be mad to develop continuing education classes.

The State of Indiana now licenses Manufactured Home Installers. However, there will be registration for these licensed professionals. The only requirement is that they maintain their state license. They will obtain permits and inspections for mobile/manufactured homes in parks (not masonry curtain walls required outside parks).

# CITY SET TO DEVELOP CENTER CITY INDUSTRIAL PARK

The City of Evansville, Indiana, through its Redevelopment Commission, seeks to develop the Center City Industrial Park. The City has made preliminary decisions to move forward with that redevelopment and now desires to solicit Statements of Qualifications from development firms interesting in partnering with the City to accomplish that redevelopment project.

The 140-acre site, with 50-60 developable acres chosen for the Center City Industrial Park, has suffered decline and obsolescence. The Park will spur economic development and job growth in the City and Southwestern Indiana. The Park will convert brownfield properties into usable industrial park space.

For more information about the Park, please go to [www.evansvillegov.org](http://www.evansvillegov.org). Statements of Qualifications are due Wednesday, March 15, 2006. Please email any questions to [rschaefer@evansvilledmd.com](mailto:rschaefer@evansvilledmd.com). Answers will be posted for access by all at [www.evansvillegov.org/RFQ-CCIP](http://www.evansvillegov.org/RFQ-CCIP).

## BUILDERBOOKS.COM OFFERS MORE THAN 250 BOOKS THAT HELP YOU BUILD YOUR BUSINESS

BuilderBooks.com is your source for training and education products for the building industry. The official bookstore for NAHB,

BuilderBooks.com offers award-winning publications, software, brochures and more available in both English and Spanish.

[www.BuilderBooks.com](http://www.BuilderBooks.com)

or call 800-223-2665



There's No Equal To  
**Structurwood®**  
Superior Flooring and Sheathing Panels

Supplying STRUCTURWOOD® OSB to the EVANSVILLE AREA for over 20 years and on into the future!!

Call 1-800-752-6032 for dealers stocking Weyerhaeuser Structurwood® in your area.

# 5 HH9B HC B ·6I =@8 9F G°°

8c'nci `Uj YUfYUXmiUbX'k |`|b| `6i mYf36i hzh\YmUfY  
bch|UV`YVVMi g'h\YmbYX'hc`g`h\Yf`dfYgYbh\ca YUfghB  
K Y`Uj Y'h\Y'g`i h|cb°

## “We Will Sell Your Home, Or ERA Will Buy It”

Ask about our  
extended warranty  
speciycally for new  
construction!

H\YfYUfY'h\YfYi b|ei YWfYVbYU'gCZhYCGD"

- Bcb!Wbh| YbWgUhi gBYk`Wbgi Wcb'6i mYfghUk Ubhlc`  
di fWUgYUbch\Yf\ca YVi hWbfiVVMi g'h\Yf`WffYbh\ca Y'lgbchi  
g`X'UbX'h\gdfc|fUa`cZ|fYUhjUi Y`H`Y'd`Ub`dfcj|XygU|i UfUbhYX`gUYUbX`W'gb|`  
XUhfYg`h|b|`|b'h\YUV|]mhc`VY|`|b'h\YdfcW'gCZ`Uj|b|`U\ca YVi`|h`
- bWUgYghYbi a VY'cZVi mYfZcfbYk`Wbgi Wcb`k\Yb`U`bYk`Wbgi Wcb'6i mYf`]gg  
h\Yf`WffYbh\ca Yk`|h`9F5`zch\Yf`dfcgYVmj`YVi mYf`Wb`cZm`h`a`Yg`H`U`X`j`Ub`H`U`Y`  
cZhYCGD`|b`cfXYf`hc`g`h\Yf`|ci`g`hc`di`fWUgY`h\Yf`|ca`Y`|g`YX`k`|h`9F5`a`"b`Yg`YbWZ`  
k`Y`|b`WUgY`h`Y`d`c`cZVi`mYfZcf`U`"ci`f`|g`|b|`g`Yg`d`WU`m`U`|ca`Y`h`U`k`|`"U`h`f`U`m`U`  
a`cj`Y`i`d`Vi`mYf`g`W`U`g`b`Y`k`W`b`g`i`W`c`b`"H`|g`V`Y`b`Y`U`h`|g`U`b`c`h`Y`f`f`Y`U`g`b`h`c`|`g`k`|h`9F5`a`  
fY|UFX`Y`g`g`C`Z`nci`f`|b`h`f`Y`g`i`|b`h`Y`CGD"
- 5`a`i`h`|h`X`Y`c`Z`cd`h`c`b`g`-Z`|b`h`Y`Y`Y`b`h`U`G`Y`Y`f`b`Y`Y`g`U`W`b`h`f`U`m`|e`i`|W`Y`f`h`U`b`c`b`Y`W`b`V`Y`  
a`U`f`\_`Y`h`|`Y`b`Y`f`U`h`X`Z`V`m`|g`|b|`k`|h`9F5`a`U`W`b`h`f`U`m`|W`b`V`Y`Z`f`h`W`a`|b|`h`c`Y`b`U`V`Y`h`Y`f`  
b`Y`h`|ca`Y`di`f`W`U`g`Y`"5`b`X`|Z`|b`h`Y`Y`Y`Y`b`h`c`i`f`c`d`h`a`|g`a`U`V`c`i`h`h`Y`f`|ca`Y`g`Y`|b|`|g`k`f`c`b|`  
X`i`Y`h`c`Y`W`b`c`a`|W`b`X`|h`c`b`g`c`i`h`g`Y`X`c`i`f`W`b`h`f`c`Z`V`m`|g`|b|`k`|h`9F5`a`h`Y`m`|U`j`Y`h`Y`c`d`h`c`b`  
U`h`U`b`m`h`a`Y`h`c`d`f`c`W`Y`X`k`|h`|ci`f`|i`U`f`U`b`h`Y`X`g`U`Y`d`f`c`|f`U`a`"

ÖÜCEÁØä!•cACEâçæ } cæ \* ^ÄÜ^æ|c^  
ç ìFGDÀ Ì Í Ì È G I € € Á [ : Á Ç Ì FGDÁ I Ì H È I Î Î H  
ä } ~ [ O Á ! • cæ â ç æ } cæ \* ^ È & [ {

Always  
There  
For You

EÖ^!cæä } Á & [ ] ä ä cã [ ] • Á æ } ä Á í { ä cæ cã [ ] • Á æ } | | ^ Ä Ö æ & @ Á [ - Á & Á í } ä ^ ] ^ ä ^ } c | Á [ , } ^ ä Á æ } ä Á [ ] ^ ä cæ ^ ä È

# FEBRUARY MEETING



*Special thanks to Bert Warner, Jr., Windows of Evansville, for co-sponsoring the February meeting and for sticking around at the podium long enough for the SIBA camera to catch a shot!!*



*Judy Tichenor, Light Concepts, reminds SIBA members that they are now third generation lighting professionals. Special thanks to Light Concepts for their continued support.*



*Meeting co-sponsor Mark Bates (r), Louisville Tile, presents Jim Thomas, Old National Bank with a great door prize, just for attending the meeting!*



*Larry Koch, Remodelers Council Chairman, announces that the Indiana Ready Mixed Concrete Association will be co-sponsoring the Home & Remodeling Expo on October 20, 21 and 22. Companies interested in exhibiting should call the SIBA office.*



*Jeff Happe, 2006 Parade of Homes Chairman, reminds Parade Builders to sign in at the back table to be eligible for the attendance rebate.*



*SIBA President, Bill Kattmann (c), and EO Bill Pedtke (r), welcome guest speaker Morton Marcus to the February meeting.*



*Joyce Lawrence, FC Tucker Emge Realtors, receives the prize in the monthly Half Pot drawing from President Bill Kattmann.*



*Tim Elpers (l) receives a gift certificate to Cavanaugh's for recruiting a new member in the month of February.*

# FEBRUARY MEETING



*Past President Bill Badger talks with Susan Bacon, Fifth Third Bank, before dinner.*



*Past President, Mike Martyn (l), talks with Scott Edmond, Fifth Third Bank, before the meeting begins.*



*Builder members Ron McGillem (l) and Jerry Nord stop to talk during social hour.*



*Builder Steve Fest (l), talks with Ken Stevens, FC Tucker Emge Realtors.*



*Long-time meeting goer Dick Zirkle (l), Benthall Bros, stops to talk to builder member Dan Buck at the February meeting.*



*Meeting co-sponsor Bert Warner, Jr. (l) welcomes Don Lawrence, FC Tucker Emge Realtors, to the February meeting.*



*Jeff Bosse (l), Bosse Title Company, jokes with FC Tucker Emge representative, James Fritz, after the membership meeting.*



*Byron Cooper (l), Sticks & Stone Landscape Materials, talks with Chris Mitchell, NiteLiters.*

## WARMEST JANUARY ON RECORD HEATS UP HOUSING CONSTRUCTION

WASHINGTON, Feb. 16—A temporary sag in interest rates and the warmest January on record nationwide combined to bring about a 14.5 percent surge in new home construction for the month, the U.S. Commerce Department reported today.

The January pace of new-home construction rose to a seasonally adjusted annual rate of 2.276 million units, the highest on record since 1973. The pace was 4.0 percent above a year ago. Single-family housing starts rose 12.8 percent to a new record pace of 1.819 million units for the month. This was 2.8 percent above a year ago.

"Builders apparently took advantage of the good weather and low interest rates in January to pick up the pace of production after a cold and wet December," said David Pressly, president of the National Association of Home Builders (NAHB) and a home builder from Statesville, N.C. "The January surge in housing starts was mainly weather-related," said NAHB Chief Economist David Seiders. "Market fundamentals suggest that this pace of activity will be hard to sustain, and NAHB's survey of single-family builders points toward some cooling down in coming months, largely because of eroding

affordability conditions."

All four regions reported strong increases in housing starts for the month. Construction of new homes and apartments rose 29.2 percent in the Northeast, 23.7 percent in the Midwest, 8.7 percent in the South and 16.9 percent in the West.

Multifamily housing starts increased by 21.9 percent for the month to a seasonally adjusted pace of 457,000 units. This was 9.1 percent above the pace of a year ago. "Our surveys of multifamily builders show that the rental market is firming up to some degree, with declining vacancies and rising rents," said Seiders.

Issuance of total building permits increased 6.8 percent to a seasonally adjusted rate of 2.217 million units for the month. Single-family permit issuance was up 2.4 percent to a pace of 1.685 million units for the month. The pace of multifamily permit issuance increased 23.7 percent to a pace of 532,000 units for the month.

For Comprehensive Housing Analysis, Visit [www.HousingEconomics.com](http://www.HousingEconomics.com), the online publication from NAHB Economics Group, for housing in-depth market analysis, forecasts, housing statistics and more.

## NAHB LAUDS RESURGENCE OF BALD EAGLE

The National Association of Home Builders today applauded the return of bald eagles to American skies as the U.S. Fish and Wildlife Service proposed ways to continue to protect and conserve the once-endangered birds.

Federal officials this afternoon announced the proposed removal of the bald eagle from the list of animals protected under the Endangered Species Act (ESA). But while the eagle may soon be delisted from the ESA, it will remain protected by both the Migratory Bird Treaty Act and the Bald and Golden Eagle Protection Act.

"The bald eagle is one of but a few clear success stories from the Endangered Species Act, but it's a very important one," said NAHB president David Pressly, a home builder from Statesville, N.C. While pesticide use, particularly DDT, was responsible for the bald eagle's dwindling numbers, home builders have worked to help preserve their habitats when designing communities. "Through the years, our members have worked hand-in-hand with wildlife officials

to protect this magnificent bird, our national symbol and also NAHB's symbol for 60 years."

NAHB looks forward to continuing to work with the U.S. Fish and Wildlife Service as it seeks comments on the proposed delisting and voluntary management guidelines. The result must help landowners and others understand how to protect the bald eagle while continuing to keep housing affordable, Pressly said.

"With voluntary guidelines, home builders and landowners can continue their vital conservation efforts without the expensive and often protracted ESA permitting process that often adds months and thousands of dollars to the cost of housing," Pressly said. The delisting and management guidelines must also come with sufficient certainty for landowners so they know how to meet all remaining federal requirements, he said.

"Throughout the years, our members have done an excellent job of providing homes to Americans while working within the ESA to protect our American symbol," Pressly said.

## SIBA VALUE EXPLODES FOR MEMBERS

For the second time during 2006, the value of membership has exploded!

The SIBA Board of Directors is delivering on a project that will give SIBA members much added value in reaching customers. The insert to this issue of the Action News holds all the details for SIBA members to access the web-based benefits and services – much of which won't cost the member anything.

SIBA Builders can now list their Homes for Sale on the SIBA website by uploading data, house information, and photos. Currently, there is no limit for the number of houses to be included in this program.

All SIBA members can purchase a web template which delivers a professionally designed website for a fraction of the typical cost. There are hundreds of variations of the template to give each member distinction.

No matter how large or small your company is, a website is almost a "must" to compete in today's marketplace. Now members of SIBA can afford an effective website through their Builders Association.

Also, Banner ads are now available on the regular home page: [www.SIBAonline.org](http://www.SIBAonline.org), as well as the special page for the Parade of Homes: [www.2006ParadeofHomes.com](http://www.2006ParadeofHomes.com).

Be sure to read through the insert, and call Shannon Holt at the SIBA office if you have any questions (8120479-6026).

## PARADE, continued from page 9

Did you know??? In its first year, [www.2005paradeofhomes.com](http://www.2005paradeofhomes.com) received more than 180,000 page views in ONE month!!!

### Hot Ticket Item #2: MEDIA TAGS

Minimum Bid: \$2500

Key Information: 07 second TV tag and 05 second Radio tag:

- \$8000 of TV advertising will be purchased in 60-second increments on both local and cable networks. Your company message will be included in the last :07 seconds of all television commercial.

See **PARADE**, page 25

# Logan Lavelle Hunt Insurance Agency, LLC

*The source for all your home builder  
and contractor insurance needs.*

Logan Lavelle Hunt Insurance Agency, LLC, and The Motorists Insurance Group are proud to announce their endorsement by the Southwestern Indiana Builders Association (SIBA) to provide coverage for its members through the SIBA Business Insurance Program.

The SIBA Business Insurance Program is the only insurance program that provides association discounts and customized coverages to SIBA members.

## Count on Logan Lavelle Hunt for:

- The SIBA Business Insurance Program provides customized coverages for property, general liability, builders risk, auto, umbrella, tool, equipment coverage and workers' compensation.
- You'll have peace-of-mind knowing that your unique insurance needs are being met by the *only* firm endorsed by SIBA to administrate the Business Insurance Program.
- One-stop insurance shopping. One agency with all the coverages you need, including personal auto, home, employee benefits, life, and financial planning.

Logan Lavelle Hunt Insurance Agency, LLC

5150 Charlestown Road, Suite 2

New Albany, Indiana 47150

(812) 949-7444 • Toll-free: (877) 949-7444

Fax: (812) 949-7442

www.LLHins.com • e-mail: trenthunt@LLHins.com

*"We're proud to have earned  
SIBA's endorsement.  
Call Logan Lavelle Hunt  
today, and let us  
review all of your  
business insurance needs."*

—Trent Hunt



*Trent Hunt, Executive V.P.  
Logan Lavelle Hunt  
Insurance Agency, LLC*



LOGAN LAVELLE HUNT  
INSURANCE AGENCY, LLC  
The Contractor of Choice

THE MOTORISTS INSURANCE GROUP  
A Division of The Motorists Insurance Group

## DEVELOPMENT APPROVAL AND PERMITTING PROCESS RANKS AS TOP INDUSTRY CONCERN

The development approval and permitting process ranked as the top issue on NAHB's most recent Critical Issues Survey. Liability insurance cost ranked 2nd, down from number one in the previous survey. Lumber prices/supply and cement prices/supply ranked number 3 and 4 respectively. Rounding out the top five was development costs.

The annual survey asks executive officers at state and local builders associations across the country to rate emerging and existing industry issues, such as "growth policy" and "environmental regulations." Issues are ranked on a scale of one to five, with one being not at all critical and five being very critical.

Although the development approval and permitting process is ranked as the number one issue nationally, survey results

Top Ten Critical Issues for Building Industry	
1.	Developmental Approval & Permitting Process
2.	Liability Insurance - Cost
3.	Building Material Price & Supply - Cement
4.	Materials Price & Supply - Cement
5.	Development Costs
6.	Labor Availability
7.	Cost of Lots
8.	Impact Fees/Development Exactions
9.	Availability of Lots
10.	Availability of Affordable Housing
Source: NAHB's October 2004 and December 2005 Critical Issues Survey	

illustrate regional differences. Regionally, the development approval and permitting process issue ranked number four in Region A, number three in Region B and Region E, and eighth in Region C and Region D.

For more information on the Critical Issues Survey, or to receive the full survey results, call [Sam Leyvas](#) in NAHB's State & Local Political Operations department at 800-368-5242 x8584.

## NEWBURGH ANNOUNCES CONTRACTOR REGISTRATION

It was recently announced that Newburgh is considering a Contractor Registration program that would include the same requirements as Warrick County's. Frank Hijuelos, Building Inspector and Zoning Administrator for the Town of Newburgh, made the announcement at a recent meeting with SIBA Builders.

For a program such as Warrick County's, contractors would be required to provide proofs of insurance. Further, the consumer would be held responsible for hiring someone who is registered with the Town.

Hijuelos has been working with the Southwestern Indiana Builders Association on building code enforcement policies. He is a regular at Lunch and Codes meetings, where builders meet monthly with building officials on various code issues.



## Evansville's Place for Paint

Get the job done right with high-quality products, top-notch service and unmatched expertise from Sherwin-Williams.



### Cashmere® Interior Latex Paint

Buttery smooth, beautifully rich finish



### Duration Home™ Interior Latex Coating

The ultimate in beauty and washability



### Builders Solution™

Unique two-coat system provides ultimate touch-up and smooth, even surfaces to eliminate callbacks



### ProClassic® Alkyd

Provides a smooth and durable finish with no brush or roller marks

The Pros Know. Ask Sherwin-Williams.® [sherwin-williams.com](http://sherwin-williams.com)

Not responsible for typographical or artwork errors. ©2005 The Sherwin-Williams Company.

### The most locations to serve you!

#### Diamond

632 Diamond Avenue  
812-422-3641

#### Green River

811 South Green River Road  
812-476-4951

#### Henderson

1350 North Green Street  
270-827-0293

#### Evansville

4650 Lloyd Expressway  
812-426-1900

#### Newburgh

8090 Park Place  
812-853-3900

# LSTIBUREK WORKSHOP DELIVERS SCIENCE

Joe Lstiburek must be quickly becoming one of SIBA's favorite seminar speakers. More than 80 builders and suppliers from all over the tri-state area attended the February 17 Building Science Workshop.

Lstiburek described the world's energy scenario, and how it relates to the science of moisture in wall cavities. The wall's ability to have moisture removed has always depended on transfer of energy. However, due to increasing the amount of insulation over the years, heat transfer has been greatly affected. Today, a builder's awareness must

to prescribing wall construction details, ranging from the "Porsche" to the "Yugo" of affordability, Lstiburek gladly made technical comment on several building products and practices.

Lstiburek also described aspects of smart building that make dollars and sense for contractors. Attendees heard ideas about building a home without a trash dumpster – by simply planning ahead with dimensional lumber and products.

Those who missed the Building Science Workshop can visit Joe's website at [www.BuildingScience.com](http://www.BuildingScience.com) for more information on products and techniques. There are still a few copies of Joe's book, including details for various construction practices in the "mixed-humid climate" available at the SIBA office for \$25 each.

There also are rumors that Joe will return to Evansville for a fourth year in 2007, specializing on case-studies, preventions and solutions.



*Joe Lstiburek's name is followed by alphabet soup. His credentials include B.A.Sc., MEng., PhD, P.Eng. But he's really good at giving builders the ABC's of building science, and how to avoid moisture problems.*



*This isn't where you should've been on February 17?!?!?! Even as he rests during a break, Joe is surrounded by builders with questions! All questions and comments were answered and addressed.*

be focused sharply on the building products used, and their respective permeability.

Attendees were welcomed to ask questions and challenge the guru on topics including crawl spaces, heating/cooling equipment, building products. In addition



*Joe doesn't mince words when talking with builders in the audience. More than 80 builders and suppliers registered for the full-day workshop.*



*Special thanks also to the co-sponsors for the wonderful educational event for builders. Vectren and Koch Air/Carrier equipment helped make the full-day workshop a huge success for the attendees and the Builders Association.*



**JOHN O'BRYAN**  
District Manager

**CHRIS SHADE**  
Store Manager

**812-473-0339**

2211 Burkhardt N. Road

Home Theatre Rooms  
Audio/Video  
Lighting Control  
Home Automation  
Structured Wiring  
Security



*The Tri-State's complete low-voltage resource.*

**Paragon**

*Sight · Sound · Security*

Tel. 812.306.5544 Fax. 812.473.8771  
[www.EvansvilleHomeTheater.com](http://www.EvansvilleHomeTheater.com)

*Leisure Distributors*

4250 E. Morgan Ave.  
812-473-9684

WHOLESALE ONLY

WE DO INSTALLS



UNVENTED GAS FIREPLACES  
UNVENTED GAS LOGS



TOP VENT FIREPLACES  
DIRECT VENT GAS FIREPLACES

**SUPERIOR**  
The Fireplace Company



GAS TOP VENTS  
GAS DIRECT VENTS  
PORTLAND DOORS

GAS FIREPLACES  
WOODBURNING  
UNVENTED

## GENERATE SALES WITH A WIDE-RANGING INCENTIVE PROGRAM

One effective way to generate more sales is to create a comprehensive price incentive program that encompasses all the various aspects of home building.

The program should include a combination of any of the following — monthly price increases; financial incentives; product incentives, including appliance packages; and delivery incentives, including landscape packages, discounts at furniture stores and more.

One element of the sale that should not be discounted, however, is the price of the home. Discounting the price would affect the appraisal value of the homes you already sold in your community — and foster some ill will among your previous purchasers.

When initiating an incentive program, establish start and final dates for the incentive. By incorporating a final date, you sales team can create a better sense of urgency with potential buyers.

### Incentives Worth Considering

**Monthly Price Increases** — By creating — and sticking to — a regularly scheduled price increase program, you create a sense of urgency among potential buyers who would otherwise dawdle. Regular price increases get them off the fence and into the sales office.

The monthly increases should cover one of the following on any given month: base home price increases, option price increases or lot premium price increases. Please note: only one of the aforementioned price increases should be offered during a given month.

An example of a typical monthly price increase program follows:

- Month #1 — Base home price increase
- Month #2 — Option price increase
- Month #3 — Lot premium price increase
- Month #4 — Base home price increase
- Month #5 — Option price increase
- Month #6 — Lot premium price increase
- Month #7 — Base home price increase
- Month #8 — Option price increase
- Month #9 — Lot premium price increase
- Month #10 — Base home price increase
- Month #11 — Option price increase
- Month #12 — Lot premium price increase

**Financial Incentives** — If you work with lenders who provide a preferred lender status, offer mortgage rates below market rate; this gives your buyer more options — and more reasons to buy.

With a lower rate to work with, a potential buyer may be able to buy more home for the money, add more or even choose a premium location within your community.

**Product Incentives** — Product incentives are a good tool to get movement from fence sitters, or to get buyers to use your design center or purchase more options.

For example, you can offer the first five, 10 or 20 purchasers within a particular time period an appliance package — a washer, dryer and refrigerator, for example — included as part of the purchase price.

Or you can give a face-value credit for options available through your design center. For example, you can offer a \$2,500 credit for a flooring or countertop option that can be applied to the purchase price, again if it is redeemed within a specific time period.

**Delivery Incentives** — As with product and financial incentives, you can also offer a price incentive for homes that can be delivered at a certain time. Be sure this is structured so that it is an incentive based upon delivery and not one that appears to be a discounted home offer.

The delivery incentive can take the form of additional front yard landscaping, shutters, drapes, furniture — arrangements can be made with a local or brand name company — for closing in a timely manner.

When instituting an incentive program, market your program creatively and be sure the program is available to all potential buyers.

Once in place, determine which incentives work best for your particular market and repeat them as necessary. Also, continually adapt and institute programs until your last home is sold and has closed.

*S. Robert August, MIRM, is president and founder of S. Robert August & Company, Inc., a national marketing and public relations firm based in Denver that specializes in providing home builders, developers, Realtors®, manufacturers and lenders marketing/management consultation and sales training. August is an owner of Colorado-based RealtyWorks, Inc. a real estate brokerage company. He is also past chairman of NAHB's National Sales and Marketing Council. For more information, contact August by phone at 303-220-8480 or via e-mail.*



Complete Residential  
and Commercial  
Pre-Treatment for Termites

**423-4455**

**1-800-844-4455**



**ALLIED WASTE SERVICES**

*The Right Choice for  
Years To Come*

- \* Residential      \* Commercial
- \* Industrial Recycling Services

Call BFI for ALL  
Waste Removal Needs!

**424-3345**

[www.disposal.com](http://www.disposal.com)



**Discounts for all  
homebuilders:**

- hot tubs      • pool tables
- gazebos      • saunas
- tanning beds
- swimming pools
- electric fire places

**479-3161**

[www.spacityusa.com](http://www.spacityusa.com)

# 2006 Parade of Homes Advertising Information

**DEADLINES:**

- ◆ Space Reservation - March 24, 2006
- ◆ Ad Copy / Materials - April 3, 2006



**AD RATES:**

	MEMBER	NON-MEMBER
Full Page	\$1610	\$1935
2/3 Page	\$1180	\$1415
1/2 Page	\$970	\$1165
1/3 Page	\$805	\$965
1/6 Page	\$485	\$580

**AD SPECS:**

Full Page	9" wide x 10.35" tall
2/3 Page	9" wide x 6.9" tall
1/2 (vertical)	4.5" wide x 10.35" tall
1/2 (horizontal)	9" wide x 5.175" tall
1/3 Page	9" wide x 3.45" tall
1/6 Page	4.5" wide x 3.45" tall

**NEW FOR 2006**

**ARTICLE SPACE FOR SALE:**

SIZE	SPECS	COST
Large Article	9" wide x 6.9" tall	\$1300
Small Article	4.5" wide x 6.9" tall	\$915

New for 2006, the Parade Book will include articles from "The Expert" on house topics such as; How to pick a contractor, Increasing the sale value of your home, Seasonal landscaping or Using the proper lighting in new/existing homes. Topics must be approved by the Parade Committee and will only be used once. Article Space is limited to 20 and will be sold on a first-come, first-served basis. Articles will be printed in a Word format with a minimum font size of 10pt. Pictures and/or logos and contact name and phone number may be included if space allows.

# 2006 PARADE OF HOMES SPONSORSHIP INFORMATION

**PLATINUM SPONSOR (Limit ONE)**

**Includes:**

- :07-second tag in television Parade ads (Value: \$8,000)
- :05-second tag in radio Parade ads (Value: \$3,000)
- Logo on **Parade Map** in all print and WEB versions (Value: \$2,500)
- Full Page, Full color ad in Parade Book (Value: \$1,500)
- Banner ad on **Home Page** of [www.2006ParadeofHomes.com](http://www.2006ParadeofHomes.com) (Value: \$1,000) and MUCH more.....

**PRICE: \$9,500 (Value: \$20,650)**

Call the SIBA Office  
~ 479-6026 ~  
for order forms and more  
information!

**GOLD SPONSOR (Limit TEN)**

**Includes:**

- Category Sponsor at Parade Banquet (Value: \$1,500)
- 2/3 Page, Full Color ad in Parade Book (Value: \$1,180)
- Logo on the Parade Map (Value: \$500)
- Logo on SIBA Parade Website (Value: \$500)
- Sign at Parade Banquet (Value: \$450)
- Reserve 2 Banquet Seats (Value: \$370)
- Logo on the Parade Book (Value: \$300)
- Full Page in Parade Edition of newsletter (Value: \$100)

**PRICE: \$3,080 (Value: \$5,400)**

**SORRY,  
SOLD OUT!**

**SILVER SPONSOR (Limit 25)**

**Includes:**

- 2/3 Page, w/ Full Color in Parade Book (Value: \$1180)
- Logo on SIBA Parade Website (Value: \$500)
- Banquet tickets and MUCH more....

**PRICE: \$1330 (Value: \$2,380)**

**BRONZE SPONSOR (Limit 25)**

**Includes:**

- 1/3 Page, w/ Full Color in Parade Book (Value: \$805)
- Logo on SIBA Parade Website (Value: \$500)
- Banquet tickets and MUCH more.....

**PRICE: \$1000 (Value: \$2,005)**

# HENNING RETIRES AFTER 42 YEARS



*Long-time SIBA supporter Wayne Henning (l), Old National Bank, earned Green Spike Status with 50 new members recruited. Membership Chairman, Mike Zehner, congratulates Henning and presents him with a Spike Club Sweater at the February 15 membership meeting. This award was particularly special as Henning retired in February after 42 years with Old National Bank. Henning was Parade Chairman in 1996 and was instrumental in executing many of the today's Parade traditions.*



## ICF IntegraSpec®

- Below & Above-Grade Walls
- Easily withstand 200+ MPH winds
- Quiet - Only 1/3 as much noise
- Energy Efficient
- Great for Foundations
- Ready to Finish w/molded-in studs
- Regain Extra Cost in 3-5 Years
- Distributor / Installer
- Interested Contractors Wanted
- Special Discounts to SIBA Builders



[www.odanielinc.com](http://www.odanielinc.com)



**Call 1-877-382-8825  
for Information**

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14 <b>SIBA M'Ship Mtg 5:30 @ Holiday Inn</b>	15	16	17 	18
19	20 <i>Spring</i>	21	22	23	24	25
26	27	28 <b>RC Meeting, 4:30 @ SWAT Pest</b>	29	30	31 <b>SIBA Scholarship Application Deadline</b>	
		February 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28				

# MARCH

S	M	T	W	T	F	S
						1
Daylight Savings  Time Begins	3 <b>Parade Book Ad Copy Deadline</b>	4	5	6	7	8
9 	10	11 <b>SIBA M'Ship Mtg 5:30 @ Holiday Inn</b>	12	13 	14 <b>Good Friday</b>	15
16 <i>Easter</i>	17	18	19	20	21	22
23	24	25 <b>RC Meeting, 4:30 @ the SIBA Office</b>	26 <b>Administrative Professionals Day</b>	27	28	29
30			<b>IBA Designation Session, IN Housing Center</b>			
		May 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31				

# APRIL

Mark your calendars for these SIBA meetings. Members should feel free to call the SIBA office for details on any of the meetings listed on these calendars, or for dates of future events.



# SMART BUILDERS OFFER GEOTHERMAL

Highly efficient geothermal systems are the most cost-effective way to heat and cool a home. They can save up to 50% on energy costs compared to traditional heating and cooling systems. And, they're a clean, renewable energy source that won't pollute the air or contribute to global warming.

Benefits of geothermal systems include:

- Lower operating costs
- Long life expectancy (20+ years)
- Quiet operation
- Compact design
- Environmentally friendly
- No combustion or moving parts
- No ductwork
- No outdoor condenser coils
- No refrigerant leaks
- No outdoor air intake
- No outdoor air exhaust
- No outdoor air filters
- No outdoor air ducts
- No outdoor air leaks
- No outdoor air pollution
- No outdoor air noise
- No outdoor air odors
- No outdoor air allergens
- No outdoor air irritants
- No outdoor air carcinogens
- No outdoor air mutagens
- No outdoor air teratogens
- No outdoor air neurotoxins
- No outdoor air immunotoxins
- No outdoor air carcinogens
- No outdoor air mutagens
- No outdoor air teratogens
- No outdoor air neurotoxins
- No outdoor air immunotoxins

Geothermal systems are a smart choice for homeowners looking to reduce their energy costs and improve their home's efficiency.

For more information, contact us at 1-800-368-5848. We'll help you find the best geothermal system for your home.



WaterFurnace is a leader in geothermal technology. Our systems are designed to provide efficient, reliable heating and cooling for your home.

# PRESIDENT'S,

*continued from cover*

Marcus challenged listeners to find ways to distinguish themselves. To convert the Evansville area into the obvious choice for people from other areas. Afterall, isn't this likely the precise choice of your future customers?

If you put your "house buyer" glasses on - to see things the way they do - would the next house you build be much different from the others built on the same block? How about the same school district? Does your product stand out from others?

Marcus worked at the IU School of Business, not the School of Charm. He definitely has his own way of delivering a message. But that shouldn't distract our attention from some pretty important points. His speech made most of us have first-time concepts. For example, why couldn't western Warrick County be a part of Evansville? Many Hoosier cities cross over county lines, and do just fine. But not many people in SW Indiana have ever considered it.

And just after we had our eyes opened for new ideas that would make us better - in flew guru Joe Lstiburek. When most people hear "Building Science", mold is the first topic that rushes to mind. It's true mold is one of the targets of Building Science, but so are so many more things, such as energy

efficiency, efficient building, and extended life spans of building products, etc.

Builders in attendance heard ideas about Building Science that would improve our products. Some of the concepts make a lot of sense. But will we ever implement them into our work or product?

The main message from this year's workshop is the worldwide energy situation means we'll eventually convert consumption to mostly electric where resources are more abundant. The one thing we know for certain is that insulation levels are not going to be reduced any time soon. And today's amount of insulation requires builders to do two things: 1) keep water from intruding the walls; and 2) allow moisture in walls to transfer at least one way out of the wall.

All of this means builders need to become more knowledgeable about the products they use and how they use them. Roy Foster used to warn builders, "Not all building products are made the same." And Joe Lstiburek - well, let's just say he's in a financial situation to be willing and able to give us accurate information about which products work - and which ones don't. Now it's up to us to make the most of this information.

As I write this, hundreds of building professionals are preparing to attend the State Builders Convention in Indianapolis. Another great opportunity to be educated, as well as get credits for continuing education for licenses!

People in our area will be watching to see if March comes in like a lion or like a lamb. The Builders Association has armed its members with information and insights into improvement. I think it's fair to expect builders to come into March roaring.

Happy Spring to all my fellow builders!

## PARADE, *continued from page 16*

- \$3000 of Radio advertising will be purchased in 60-second increments on at least 5 local stations. Your company message will be included in the last :05 seconds of all radio commercials.

**Hot Ticket Item #3: BANNER AD ON WEBSITE** ([www.2006ParadeofHomes.com](http://www.2006ParadeofHomes.com))

Minimum Bid: \$500

Key Information: Don't forget, this is the website with 180,000 + page views during last year's Parade!!!

- The exclusive ad featured on the site's home page - prime advertising space!!!
- Banner ad measures 105 pixels wide by 120 pixels tall

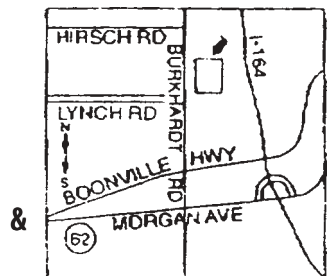
Don't miss these one-of-a-kind exposure opportunities. Attend the March 14 meeting at the Holiday Inn to experience the Parade of Homes first live auction. Call the SIBA office, 479-6026, for more information.



# COMBS LANDSCAPE and NURSERY

## OVER 50 YEARS COMBINED EXPERIENCE IN THE TRI-STATE AREA

- ◆
- ◆
- ◆
- ◆
- ◆
- ◆
- ◆
- ◆



EVANSVILLE'S ONLY  
COMPUTERIZED  
PRESENTATIONS

COME ENJOY OUR NEW LOCATION  
3801 NORTH BURKHARDT

# 477-2869

CALL TODAY TO SCHEDULE  
YOUR APPOINTMENT



# MEMBERSHIP ROSTER

(as of 2/16/2006)

## BUILDERS

4-A Builders  
Ailstock Homes, Inc.  
Ambrose Construction, Inc.  
Appman Custom Carpentry LLC  
Arvin Construction Co., Inc.  
Badger Construction, Inc.  
Barrington Development Group  
Bauer Homes Inc.  
Baywood Homes, LLC  
Bender Custom Homes, Inc.  
Bosma Construction, Inc.  
Bretwood Homes  
BRG Homes  
Brian Stevens Homes, Inc.  
W.E. Brubeck Construction LLC  
Dan Buck Gen. Contractor Inc.  
Bussing Construction  
Carlton Construction  
Choice Homes, LLC  
CLGA Properties, LLC  
Comfort Homes  
Core Contractors, Inc.  
Cravens Construction, Inc.  
Creative Interiors/Re-Bath  
Cust. Homes by Bob Hatfield  
Danco Construction, Inc.  
George Darr Contracting Inc.  
Dauby Construction  
Davis Homes  
Denton Homes, Inc.

Deutsch Homes, Inc.  
DLR Construction Co.  
Don Dubord Homes, Inc.  
Dunn Building & Consulting LLC  
Eagle Const. & Development  
Elpers Development, Inc.  
John Elpers Homes  
Evansville Development Co. Inc.  
Exquisite Homes, LLC  
Faulkenburg Homes LLC  
Fehrenbacher Development Inc.  
First Construction Inc.  
First Development, Inc.  
Fischer Contracting, Inc.  
R.D. Flowers Construction  
Foster Construction  
Goebel Realty & Development  
H.P. West Development, LLC  
Haas Construction, Inc.  
Haas Homes, Inc.  
Habitat of Evansville, Inc.  
Happe & Sons Construction  
J.H. Hatfield Homes, LLC  
Head's Construction Inc.  
Heidorn Construction, Inc.  
Corey Hirsch Construction Co  
Mike Hirsch Construction  
Holweger Develop. & Const. Inc.  
Home Specialties  
Homes by Jimmy Kaster  
Homes by John Peninger, Inc.  
Homes by R.L. Brown, LLC  
Homes by Robert Cook  
Homes by The Talbert Group

Hornbeck Corbett Builders, Inc.  
Howlett Homes  
Insbrook Development  
Jagoe Homes, Inc.  
JDH Construction Inc.  
JD's Construction, Inc.  
Kattmann Construction, Inc.  
Don Keck Construction Co. Inc.  
Keller Group LLC  
Kensler Construction LLC  
Koch Construction, Inc.  
Phil Kost Construction  
Kroeger Construction Co.  
Kuhlman Construction, Inc.  
Landmark Quality Homes, Inc.  
Legacy Homes  
Leosons, Inc.  
LOR-RAN Corporation  
MCF Construction  
Maken Corporation  
Martin Brothers & Co. Inc.  
Martyn Custom Homes, LLC  
Joe Mattingly Builders  
The Mattingly Group Inc.  
John Mattingly Homes, Inc.  
R.A. McGillem Custom Homes  
Messinger Construction, Inc.  
MIB Developers, Inc.  
Murphy Homes, Inc.  
Toby Nelson Construction LLC  
New Century Construction LLC  
New Master EERWA Dev.  
Newmaster-Martin Contracting  
Nord Enterprises, Inc.

Nurrenbern Construction  
Olympia Homes LLC  
Pharaoh Development LLC  
Pickens Homes, LLC  
Popham Construction Co.  
Public Ed. Foundation of Ev.  
R.J.C. Inc.  
Regal Homes of So. Indiana  
Reid Development, Inc.  
Reinbrecht Homes  
Rhoades & Curry  
Riecken Construction, Inc.  
River Town Homes, Inc.  
River Valley Homes  
Rohrscheib Construction  
Scheessele & Sons Construction  
Schelhorn Builders, Inc.  
Schumacher Custom Homes  
Selective Homes by Chad & Dad  
Shepherd Construction, Inc.  
Smith & Briscoe, LLC  
Sandy Smith Builder, Inc.  
Spears and Norman Homes  
Spring Valley/TD&T LLC  
Sterchi Homes Corporation  
David Stevens Construction Inc.  
Daniel E. Temme Architect P.C.  
Thompson Homes, Inc.  
TQM Custom Homes  
Tri-State Devel. & Construction  
Tri-State Restoration Contractors  
Victoria Manor, LLC  
Wunderlich Carpentry, Inc.  
Zehner Development Corp.

## ASSOCIATES

2-10 Home Buyers Warranty  
31 W Insulation Co  
5 Star Security Systems  
84 Lumber  
A & D Construction  
A.B. White & Son, Inc.  
A+ Heating & Cooling  
A-1 Guttering, Inc.  
A-1 Seibert Cleaners  
Absolute Painting Contractor Inc.  
Acordia of Evansville  
Action Painting LLC  
Action Pest Control  
ADT Security Systems

AdvantageAir, Inc.  
Airtight Insulation Co., Inc.  
Allied Building Products Corp.  
Allied Waste Services of Evansville  
All-Weather Products, Inc.  
American Seal Coaters, LLC  
American Wholesalers, Inc.  
Appraisal Consultants, Inc.  
Arab Termite & Pest Control  
Arvin Sign Service  
B.M.B., Inc.  
Bank of Evansville  
Bassett Furniture Direct  
Bayer's Plumbing, Inc.  
Benny's Flooring, LLC  
Benthall Bros., Inc.  
Berkau Masonry Inc.

BJ's Home Accents, Inc.  
BLB Masonry L.L.C.  
Bosse Title Company  
Brackett Heating & A/C  
Brown Brothers, Inc.  
John W. Bush Excavating  
Ben Bush Landscaping  
Business Capital Solutions Inc  
Business Forms Specialists  
Cabinets and Counters, Inc.  
Cardwell Tile & Marble, Inc.  
Carpet Discount Center, Inc.  
Carpet One  
Carpets Unlimited Flooring Center  
Cater Video & Security  
Cemex/Kosmos Cement Corp.  
CertainTeed Roofing Products

Champion Window Co.  
Cingular Wireless LLC  
Clark Installation Co. Inc.  
Coburn Ford Mercury  
Combs Landscape & Nursery, Inc.  
Complete Design Service  
Complete Lumber, Inc.  
Concrete Depot of Evansville, Inc.  
Concrete Design  
Concrete Supply, LLC  
Contemporary Landscape Design  
Michael J. Couch Landscaping  
Counter Design  
Countrywide Home Loans  
Cox Interior Supply  
Culberson Poured Walls  
Custom Audio-Video, Inc.

*Custom Blind & Shade Co.*  
*Custom Recreation*  
*Dal Tile*  
*Ditch Witch Equipment*  
*Diversified Mech & Plb Svcs*  
*E & B Paving, Inc.*  
*EA2/Systems/an Amer. Water Co*  
*Edwards Concrete Construction*  
*Bill Egli Concrete Construction*  
*Elaborate Tile Company*  
*Electric 2000, Inc.*  
*Elliott's Excavating*  
*Ellis Wood Floor Service*  
*EMC the BOC Group*  
*Engler's Flashing Works*  
*ERA First Advantage Realty, Inc.*  
*Erosion Resources & Supply Inc.*  
*ESSROC Cement Corp.*  
*Euronique Inc.*  
*Evansville Courier Company*  
*Evansville Drywall Supply*  
*Evansville Federal Credit Union*  
*Evansville Garage Doors, Inc.*  
*Evansville Living Magazine*  
*Evansville Teachers FCU*  
*Evansville Tile Distributors*  
*Evansville Titles*  
*Evansville Winnelson*  
*Fan & Light World*  
*Farm Credit Services*  
*Farmers State Bank*  
*Fehrenbacher Cabinets, Inc.*  
*Felts Lock Co., Inc.*  
*Ferguson Enterprises, Inc.*  
*Fifth Third Bank*  
*First American Title Insurance Co.*  
*First Federal Savings Bank*  
*First State Bank*  
*Flooring Solutions*  
*Folz Realtors Inc.*  
*Fredrick Hawkins Painting Co.*  
*Gabe Mehringer Plumbing, Inc.*  
*GAF Materials Corporation*  
*GE Appliances*  
*General Shale Products Corp.*  
*Gerhardt Tile Contractors*  
*Goodman Concrete Walls, Inc.*  
*Michael Gourley & Sons Concrete*  
*Graber Insealators, Inc.*  
*Grassmasters Sod Farm*  
*Grateful Threads Fab.& Furnish.*  
*Grooms Exteriors, Inc.*  
*Gutter Helmet of Evansville*  
*Guttertech, Inc.*  
*Hahn Bros. Drywall Corporation*  
*Hahn Realty Corporation*  
*Hall Plastering & Drywall, Inc.*  
*Harding Shymanski & Co.*  
*Harmco Sales Corp.*  
*Rita Heathcotte, CPA*  
*Heritage Federal Credit Union*  
*Joe Hisch Drywall Co.*  
*The Home Plan Co.*  
*Hoosier Tile & Marble*  
*Hornbeck Concrete Services, Inc.*

*House Hunter*  
*Hydromax*  
*ICI Paints, Inc.*  
*Illuminating Expressions*  
*IMI - Irving Materials, Inc.*  
*Indiana Wholesalers, Inc.*  
*Insight*  
*Insulpro, Inc.*  
*Integra Bank*  
*Integrated Building Products, Inc.*  
*Interiors by Cassie, Inc.*  
*J.S. Irrigation Service*  
*Jack Frost, Inc.*  
*Just Faux Fun!!*  
*Just Faux It! Just Consign It!*  
*Kemper CPA Group, LLP*  
*Kenny Kent Chevrolet*  
*K-I Lumber & Building Materials*  
*Kight Lumber Co., Inc.*  
*Killebrew Brick*  
*King's Great Buys Plus*  
*Kitchen Interiors*  
*Koch Air, LLC*  
*Don Koester Masonry, Inc.*  
*Koorsen Fire & Security, Inc.*  
*Koressel Glass Company*  
*Kraft Nursery, Inc.*  
*L.E. Raley Electric Co., Inc.*  
*Lance Cabinet Shop*  
*Landscapes by Dallas Foster*  
*Lappe Heating & Air, Inc.*  
*Lea Matthews Furniture & Int.*  
*Lehigh Cement Company*  
*Leisure Distributors*  
*Lensing Wholesale, Inc.*  
*H. A. Lewis Htg, Clg & Plbg, Inc.*  
*Dan Libbert*  
*Light Concepts*  
*Logan Lavelle Hunt Ins. Agency*  
*Louisville Tile Distributors, Inc.*  
*Lowe's Home Centers*  
*Luton Landscaping*  
*Lynnville National Bank*  
*M.A.B. Paints*  
*Matrix Home Concepts*  
*McCray Lavallo Frank & Klingler*  
*McCullough's Welding & Fab Co*  
*McMahon Exterminating Co. Inc.*  
*Meuth Carpet Supply*  
*Meuth Concrete Services*  
*Miller Block & Brick Co.*  
*Mirrors Unlimited*  
*Moose Lewis Contracting, Inc.*  
*Morley & Associates, Inc.*  
*Mr. Fence & Deck-Pros*  
*Mulzer Crushed Stone*  
*Nature by Design Landscapes*  
*Nelson Flooring Inc.*  
*Nenneker Electric Inc.*  
*Nextel*  
*Niehaus Co. LLC*  
*NiteLiters, Inc.*  
*North American Green*  
*Nunning Heating/AC/Refrigeration*  
*Nvision Designs LLC*

*O'Daniel, Inc.*  
*Old National Bank*  
*Opus 1 Music, Inc.*  
*Overhead Door Co. of Evansville*  
*Paint Distributors, Inc.*  
*Paint 'N Stuff, Inc.*  
*Paragon Sight, Sound & Security*  
*Parker's Custom Ironworks, LLC*  
*Pasco Painting, Inc.*  
*Pat Schenk Floor Service*  
*Patton Htg. & A/C Co., Inc.*  
*Pella Windows & Doors*  
*Peoples Trust & Savings Bank*  
*Perk-A-Lawn Gardens*  
*Phelps Electric Co., Inc.*  
*Plumbers Supply*  
*PPG/Porter Paints*  
*Prof'l. Warranty Corp (PWC)*  
*Progressive Land Title of Indiana*  
*ProSource Whls. Floor Coverings*  
*Prudential Prime Locations*  
*PVC Plastics Co., Inc.*  
*Quality First Construction*  
*Ray's Heating & AC Inc.*  
*Re/Max First Class Realty, Inc.*  
*RE/MAX Services*  
*The Realty Group, LLC*  
*Regions Bank*  
*Rick's Rain Irrigation Inc.*  
*Risley's Audio & Video*  
*River City Elevator Co. Inc.*  
*Rose Home Bldrs/Capricorn*  
*Ruxer Service & Supply Inc.*  
*Ryan's Ace Hardware*  
*Scheller, Woodruff & Associates*  
*Schenk's Sod Farm*  
*Schiff Air Cond. & Heating, Inc.*  
*Schindler Htg. & A/C, Inc.*  
*Schneider Heat & Air, Inc.*  
*Scholz Drywall & Interiors Inc.*  
*Schroeder's Landscapes*  
*Schultheis Insurance Agency*  
*Sears Contract Sales*  
*Self Insurance Services, LLC*  
*Service Glass, Inc.*  
*Steve Sevier Construction Inc.*  
*Seward Sales*  
*Shelter Distribution*  
*Sherry's Home, LLC*  
*Sherwin Williams*  
*Shively & Associates*  
*SIGECOM*  
*Sofa Express*  
*South Central Communications*  
*Southern Truss Co. Inc.*  
*Spa City USA*  
*Sprint Business Solutions*  
*Stemaly Excavating, Inc.*  
*Sticks & Stones Landsc. Materials*  
*Stolz Structural, Inc.*  
*Suburban Landscape Nursery*  
*Sugarbaker's Home Fashion*  
*Sun Windows, Inc.*  
*Superior Deck & Fence Co.*

*Swat Pest & Lawn Mgmt.*  
*Synthetic Stone, Inc.*  
*Terminix International*  
*Thriftyway Inc.*  
*Tony The Tiler*  
*Tracy Zeller Home*  
*Truss Systems, Inc.*  
*Trusses by Hobgood, Inc.*  
*F.C. Tucker Emge Realtors*  
*U Build It*  
*United Bank*  
*United Dynamics, Inc.*  
*VECTREN*  
*The Video Security Co.*  
*Vittitow Basement Walls Inc.*  
*Cinda Vote Design Group Inc.*  
*Wallpapers to go*  
*Water Furnace*  
*Waterfield Financial Corp.*  
*Wells Fargo Home Mortgage*  
*Weyerhaeuser Company*  
*Whayne Supply/CAT Rental Store*  
*Whirlpool Corporation*  
*Michael W. Williams Construction*  
*Mike Williams Gar.Doors/Openers*  
*Windows of Evansville*  
*Winiger Electric*  
*Wood Spec'ties by Fehrenbacher*

*It's good  
 business  
 to do  
 business  
 with a SIBA  
 member!*



**Complete!**  
*LUMBER, INC.*

Evansville  
473-6400  
5717 Old Boonville Hwy.

Henderson  
827-8410  
883 Hwy. 41 South




PEACHTREE  
DOORS AND WINDOWS

**Evansville Tile Distributors**  
*Ceramic Tile — Quarry — Natural Stone & More*

1501 N. Cullen  
Evansville, IN 47715  
(812) 473-TILE  
(812) 473-7023 FAX

**Monday thru Friday**  
7:30 a.m. to 5:00 p.m.

**Saturday**  
8:00 a.m. to 12:00 p.m.

**NOW STOCKING:**  
4" & 16" Limestone Flooring  
& Sink Bowls  
12" Black Granite  
& Porcelain Tile 13", 16" & 20"  
All in Stock!!!  
**Locally Owned!!**

**MEUTH  
CONCRETE**



**Ready Mix Concrete**  
**Flowable Fill • Septic Tanks**

EVANSVILLE  
424-8554  
2201 Bergdolt Road

NEWBURGH  
858-3854  
5644 Prospect Road

**Windows  
of Evansville**

**812-479-7950**

2701 N. Cullen Ave.  
Evansville, IN 47715

Fax: 812-479-7966

*Culberson Poured Walls*



**POURED BASEMENT &  
RETAINING WALLS**



**DUMP TRUCK &  
ROCK SLINGER SERVICES**

**1-800-323-8345**

PERRY CULBERSON  
Mobile: 270-316-6206

**STOLZ  
STRUCTURAL, INC.**

**STRUCTURAL STEEL BEAMS  
STEEL POSTS  
CRANE TRUCK SERVICE  
DELIVERY AND SET-UP  
SET WOOD TRUSSES**

**John and Linda Stolz  
Owners**

**(812) 983-4720**

**Kight  
HOME CENTER**

Family-owned supplier  
of quality building  
materials & home  
improvement items....  
*...since 1957.*

Evansville Newburgh Rockport Owensboro

**MARVIN**  
Windows and Doors  
Made for you.™



*Indiana*  
WHOLESALE, INC.  
**476-1373**

Discounts for SIBA members

Certified TrexPro™  
contractor



Fencing  
Decks  
Railing  
Pergolas  
Patio Covers  
Estate Gates

**Superior  
Deck & Fence Co. Inc.**

President—Dale Dossett  
Call the "Original Dossett Family"  
812-479-3325



208 S. Tekoppel Ave. Evansville, Indiana