

Oklahoma Builder



**Oklahoma State Home
Builders Association**

Summer 2012

Taking the **LEAD** on **LEAD**

**Analyzing Lessons Learned from EPA's Renovation,
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**Tulsa Man Uses
GlassWalk Floor
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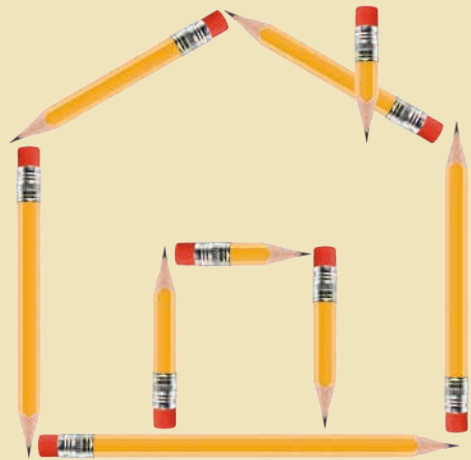
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President's First Word

Brandon Perkins

Physically or Fiscally Fit?

by Brandon Perkins

I write this in Houston preparing to participate in another Ironman event. This is my 6th such event plus several marathons and a 50 mile run in the last 20 months. I am not saying this to brag (well, maybe a little) but to emphasize a point.

A couple of years ago I looked at myself and was a little disappointed at how out of shape I had become. Now I will tell you, and so will those who know me, that when I get involved in something I am "all in." I decided to get in shape, so, I decided to sign up for an Ironman Triathlon; this consists of a 2.4 mile swim, 112 mile bike ride, and then a 26.2 mile run.....yes, in one day. That may seem a little extreme, but if you set a goal you will work toward it. I did complete the race, with a few minor setbacks, and now I enjoy going to various locales and participating in these events.

The point, though, is this: I made a goal and worked diligently to complete it. As a result I am more physically fit than I have been in a long time.

Taking this idea a little bit further, I began to examine my own business and, as your President, the State Association. Are they fiscally fit? You see, to face the challenges of the

tough economy that we are in we have to be fiscally fit. We can't have too much debt, we must maintain some reserves, all while focusing on the goal: our legislative duties and membership service. We must make smart business decisions on sound fiscal principles.

Thanks to the efforts of our great Board of Directors and previous Presidents, our State Association is in good fiscal condition. We were able to establish some reserves that have helped us weather this unprecedented economic downturn; however, the Board has recognized that if we continue on the path we are on we will soon deplete our reserves. Our State Association is fairly limited in what it can do for 'non-dues' revenues. Dues are a huge part of our fiscal soundness.

That is why at our last meeting the Board unanimously raised the state dues portion of your membership by \$25.00, beginning in January 2013. They also voted to increase it another \$25.00 in 2014 if things don't turn around. My own feelings are that they will and the second increase won't be necessary. However, it is a small amount in the scheme of things to keep your association fiscally fit.

Please call me or email me if you have any questions or would like to discuss the fitness of your association. **OB**



Associates Council Chair Report

Terry Jennings

Associates Push Attendance at State Convention



by Terry Jennings, Chair, State Associates Council

Wow, how time passes! Here we are in June already – just proving the old adage – "time flies when you're having fun!"

Next stop is our summer convention. This is the one time a year that all of our support efforts go strictly to better further the Home Builders Association. We are speaking of our auction that supports our scholarships and the poker run to support Build-PAC. Anyone with an auction item may contact Vanessa Shadix (405-942-4848) or Casey Felix (580-213-1700).

Speaking of the summer convention, have you made your reservations? This

will be a great event. Have you heard who the keynote is?

Let me take a moment to share why you should attend and participate. I mentioned above our scholarship program. Below are some quotes from people that have benefitted from our scholarships. I thought you might like to read them.

See you in Branson! Together we can make a difference!

Dear Homebuilders –

I am pleased to pass along the thank-you notes from two of the students who received scholarships from OSHBA. Damien is enrolled in our Air Conditioning/Refrigeration program and Cody is enrolled in our Electrical program.

Dear OSHBA –

Thank you for awarding me with a scholarship. With one income and three kids, money is always tight. The scholarship will help me and my education has prepared me from my new career. Damien Galvin

Dear OSHBA –

Thank you for the assistance you provided. I have got almost all my basic tools for the electrical field. I have begun using the tools in the classroom until I get started on the job. The funds will help my career and not let me start without what I need. Cody Robbins **OB**



Latest from NAHB

by Phil Rhee, NAHB National Area 11 Chairman

The silly season has arrived! For better or worse, it appears that President Obama and Mitt Romney will face off in the Presidential election in November. As usual, this is being billed as the most important election in our lifetimes...but aren't they all that important?

I refer to the election in order to inform everyone about NAHB's policy regarding candidate endorsements. You may not know that after the last presidential election, NAHB adopted an official neutrality policy after one of our senior officers made the mistake of publicly supporting a particular candidate, causing an uproar that nearly cost him his position. Just a few weeks ago, one of our members sent out an e-mail to the membership in an effort to organize a "Builders for Obama" group, and once again, there was a major uproar. Mostly, it was for some inflammatory language he used that NAHB has no control over, but also because many members still are not aware of the new policy. I think it's a great time to explain the main points of the policy now, and it is as follows:

1. NAHB does not endorse any presidential or vice presidential candidate.
2. NAHB offers to set up "Builders for" groups for any and all candidates. You should have previously received one some time ago from "Builders for Romney." This is not set up by our BUILD PAC organization. It is entirely separate.
3. NAHB does not provide our email lists to candidates. That is why the email came from NAHB.
4. Members are able to unsubscribe from the program.
5. NAHB does not write or edit the "Builders for" letters.
6. This non-partisan effort helps provide access for NAHB to the political campaigns.

While this is the best solution NAHB has been able to develop to date, it has already started to review the process in order to improve it and are certainly open to suggestions. Our political staff believes these "Builders for" groups are very helpful in allowing us access to the presidential campaign staffs, as they are making every effort to get our housing issues such as mortgage interest deductions (MID) and excessive regulations on the candidate's radars.

I also want to share with you the news that NAHB is organizing Rally for Homeownership events in seven critical "swing states" this election year. The goal is to make homeownership a top priority for lawmakers by highlighting the housing challenges facing communities across America.

As you know, local economies have suffered enormously from the slowdown in home construction, and home buyers and owners face enormous difficulties getting access to affordable mortgage loans and avoiding foreclosure in an

environment of high unemployment and depressed home prices. Policymakers are considering scaling back the MID, imposing more requirements on borrowers, and letting the foreclosure crisis deepen. We cannot have robust economic growth and generate American jobs without recovery in the housing sector.

The rallies are modeled after our successful January, 2012, rally in Columbia, S.C., which drew more than 900 attendees and high-profile speakers including then-GOP presidential candidate Newt Gingrich and Rep. Jim Clyburn (D-S.C.).

These rallies will allow the state and local HBA leadership, state lawmakers, business and community leaders and current and future home buyers to tell why homeownership is so vital to our nation. They will deliver a strong message – it is vital to protect the American Dream, to keep housing a national priority and to turn back misguided policy proposals that would force countless working American families to delay homeownership or even give up hope of ever owning a home.

The rally locations and scheduled dates (dates are subject to change) are:

- Tampa, FL – July 11
- Detroit, MI – July 20
- Kansas City, MO – Sept. 25
- Madison, WI – Sept. 27
- Columbus, OH – Oct. 9
- Richmond, VA – Oct. 11
- Las Vegas, NV – Oct. 18

NAHB is funding the rallies, and has hired public affairs firm Weber Merritt and their network of local consultants to coordinate the logistics for each event. NAHB has also created and launched a new website, www.ProtectHomeownership.com, to bring attention to the threats to homeownership and inspire the public to take action to protect it. The site explains the threats and documents homeownership's importance to individual households and to local, state and national economies through FAQs, poll data, economic analysis and reports. It also provides ways for the public to take positive action to protect homeownership, including an online petition urging policymakers to keep housing a national priority, information about how to participate in the homeownership rallies, and links to new social media communities on [Facebook.com/ProtectHomeownership](https://www.facebook.com/ProtectHomeownership) and [Twitter.com/4Homeownership](https://twitter.com/4Homeownership).

I'll be the first to tell you that NAHB and our leadership haven't always done a very good job working the political side, then communicating with the membership, but I believe this process is improving, and the results have been fairly impressive. Membership **DOES** pay, and I'm here to answer any questions, anytime! phil@bmipropertiesllc.com **OB**

Lessons Learned **from EPA's** **RENOVATION** **REPAIR** **and** **PAINTING RULE**

A man with dark hair, wearing a white t-shirt, is shown from the side, working on a window frame. He is holding a blue and silver screwdriver in his mouth and using his hands to adjust the frame. The window looks out onto a bright, sunny day with some trees visible. The background is a light-colored wall.

**After two years in effect,
EPA's rule is analyzed.**

EPA's Renovation, Repair and Painting rule (RRP) has been in effect for two years, giving state and federal officials a good idea of how it's working. While many contractors have been certified and are using the new practices, many still either don't know about RRP or aren't following the requirements. Here are some tips on RRP and its requirements, and a few lessons learned from EPA's experience with inspections and compliance assistance so far.

How lead regulations protect children and families

EPA and the state of Oklahoma hear far too many tragic stories of children with lead poisoning, which can cause lowered IQ, slowed development, and behavioral problems. These cases aren't ancient history — hundreds of thousands of children in the United States currently have elevated blood lead levels. Most are caused when children breathe or swallow lead dust or paint fragments in pre-1978 residences, child — care facilities or schools. Adults can get elevated blood lead levels too, with health effects including high blood pressure, hypertension and reproductive problems (both men and women).

Renovation, repair and painting activities disturb lead paint, which can result in exposure unless proper precautions are taken. That's why it's so important to follow the requirements when renovating, repairing, or painting an older structure.

Stay safe, stay legal: Basic RRP requirements

- Get certified — it's the law to comply with these rules. Both firms and renovators must have certification.
- The certified renovator must give notice to residents before beginning renovation activities.
- The work area must be contained (for example, plastic sheeting taped to cover the floor and vents must be covered) to minimize the spread of lead dust and chips.
- Avoid prohibited work practices that generate large amounts of lead dust, such as use of high speed power tools without a shroud and a HEPA vacuum.
- Clean the work area thoroughly.
- Document all these activities and keep records for three years (the certified firm keeps the records).

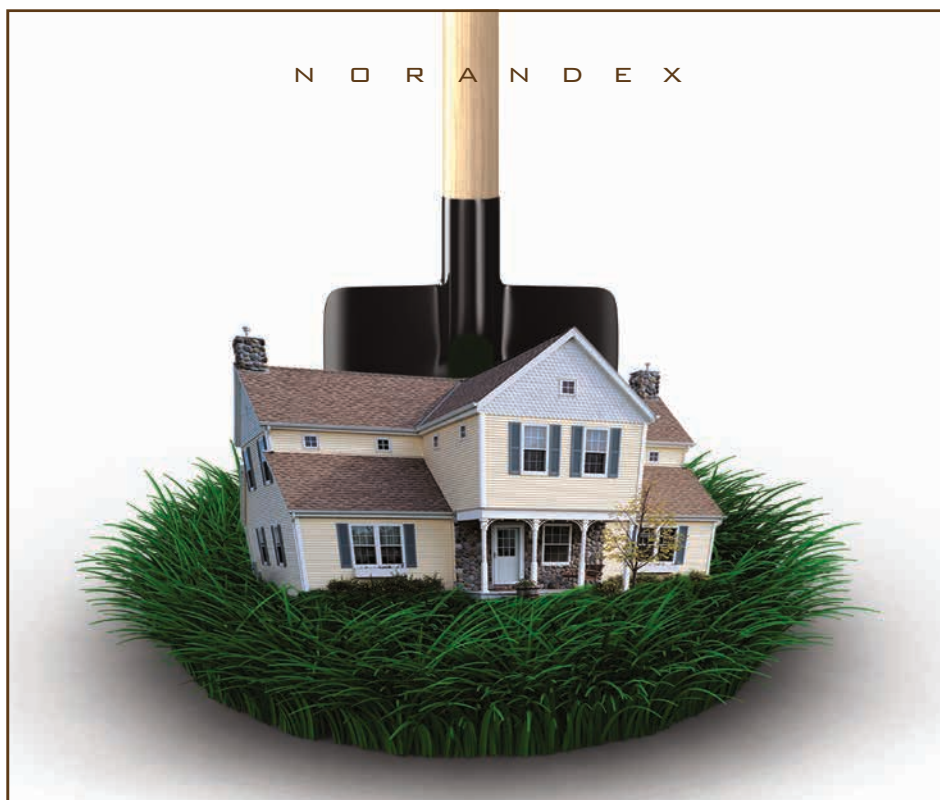
More detail on all these lead-safe practices can be found in the *Small Entity Guide to Compliance*. <http://www.epa.gov/lead/pubs/sbcomplianceguide.pdf>.

Lessons learned

From numerous phone calls and emails from contractors asking for compliance assistance, as well as findings during inspections, EPA has identified several common issues. Knowing these issues up front can help avoid them happening to you.

Continued on page 10

These cases
aren't ancient history
— hundreds of
thousands of children
in the United States
currently have
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LESSONS LEARNED

Continued from page 9

- Be sure to get BOTH RRP certifications.
 - The firm certification involves completing a two-page form and sending \$300 to EPA. Visit this link for the form <http://epa.gov/lead/pubs/firmapp.pdf>. Once your firm is certified, you are posted to EPA's website of certified firms.
 - The renovator certification must be obtained by at least one person in the firm. This involves taking an 8-hour training course from an accredited training provider. Visit this link to find an accredited training provider near you: http://cfpub.epa.gov/flpp/searchrrp_training.htm

Both of these certifications are good for five years.

- Keep multiple copies of both certifications. You can get a replacement copy of your firm certification from EPA for \$15. Training providers keep records of renovator training and certificates. For your own peace of mind and protection, and in case training providers go out of business or are otherwise difficult to reach, be sure to make several duplicates. Laminated copies are good to keep at job sites.
- All renovation firms involved in a project on a pre-1978 residence, child care facility or school (including the general contractor as well as subcontractors) are jointly responsible for retaining and making available to EPA all records needed to show compliance with the RRP rule.

If, for instance, a sub-contractor was assigned to be the certified renovator on the project, the general contractor still must be able to access those records if EPA asks to see them.

- Record keeping is important. Document all your activities – and don't forget the pre-renovation notification to residents.
- Other tips:
 - EPA's lead website has a great Frequent Questions page, where you can search through more than 200 questions and answers, plus even submit your own question. The link is on the lead home page www.epa.gov/lead (the specific link is: <http://toxics.supportportal.com/link/portal/23002/23019/Article-Folder/614/Lead>).
 - The National Lead Information Center hot line number is (800) 4244-5323.
 - The EPA Region 6 hot line (for Oklahoma, Texas, Arkansas, Louisiana and New Mexico) is (214) 665-7577.

News Flash: The Oklahoma Department of Environmental Quality may soon be applying to run the RRP program in Oklahoma. Keep watch for developments in this area. Until then, EPA will continue to be the contact for any questions. **OB**

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Homebuilders Visit Nation's Capital

The first week of June saw members of the Oklahoma State Home Builders Association travel to Washington, DC for the annual Leg-Con and Spring Board of Directors. There were members from the Tulsa HBA, COHBA, BASCO and the Stillwater HBA.

The day began with a visit to Senator Inhofe's office. Senator Inhofe is a hero to NAHB for his tireless efforts in fighting the burdensome regulations of the EPA. He is also the primary author of the Lead Paint initiative to ease some of the more onerous parts of the law.

We then met with Senator Coburn. Much discussion was held regarding the debt bomb facing our country. We are grateful to have him as a champion regarding runaway debt.

After lunch we visited the House of Representatives. First up was Congressman Sullivan. He is leading the fight for us in the House on the Lead Paint issue. Again, he is a hero to NAHB.

Due to overlapping times, our group split. Some went to see Congressman Boren and Congressman Cole. The others went to see Congressman Lankford. We all regrouped with Congressman Lucas.

Oklahoma and the OSHBA are fortunate to have the caliber of men that we have representing us in Washington dc. They truly understand the concerns of business and what it takes to be productive. **OB**





Cary E. Jones Inc.

Cary E. Jones follows his father's example with a responsible, friendly work ethic

by Ryan Hanna

A lot of builders who are now in business got their start by learning the trade from their parents or older relatives. Cary E. Jones of Edmond, Okla., not only learned how to build from his father – he learned how to be a responsible, ethical business owner, too.

Jones is the president of Cary E. Jones Inc., a residential building company. His father is Gary Jones of G & L Homes. With the knowledge he gained from his father, Jones has propelled himself into the industry, staying true to his customers and to himself.

Entering the Industry

Jones said he first encountered building in the 1960s, when he was just a child. Back then, his father would take him to construction sites. As Jones grew up, his father gave him responsibilities, like picking up trash. He eventually started to work for his father.

Jones graduated from high school in 1980 and attended the University of Central Oklahoma. Upon graduation, he delved into the insurance industry and worked in an office setting. But Jones said that after several years, he began to long for what he enjoyed – building. He wanted to get outdoors and work with a variety of people. Fate stepped in: one day Jones' father came to him and suggested he enter the building industry. He agreed, and his father helped him take those first few steps.

Finally, in 1992, Jones started his own company – Cary E. Jones Inc. He said he finds enjoyment by building.

"It's fun waking up every morning and enjoying what you like doing," Jones said. "These 20 years just flew by."

Father and Son

Jones' said the knowledge he gained from his business degree aided him in the building industry, particularly in the areas of business accounting, marketing and sales.

However, he said the things he learned from his father were crucial, too. His father taught him how to do things like footings and how to frame. These lessons went beyond simply learning how to build a house. His father also taught him how to be a responsible builder and to treat others right.

For instance, his father taught him the value of never cutting corners. Jones said if a builder starts to cut corners, it will have a negative impact down the road. So, it is necessary to aim for high quality when building a house. Jones has kept this lesson in mind. He said he thinks many builders are concerned with profit margins, but he avoids making sacrifices and instead focuses on making a quality home, lest the house be affected.

In addition, he said his father taught him to be kind to his subcontractors – they work hard to build the houses.

How to Succeed

So, what is Cary E. Jones Inc.'s key to success? Jones said it's his way of treating other people fairly and maintaining good relationships with others. Case in point: his subcontractors. He said he thinks the better subcontractors only work for a few builders and don't want to divide their resources too much. He also said he thinks subcontractors want to work with a quality builder who treats them well and has a good reputation.

Still, despite the company's success, Jones has had to persevere through challenges. He said the economy has been

a trial for his business. Nevertheless, Jones has overcome this challenge. For example, he has built homes that are more energy efficient. He said he is not as concerned about price.

"I don't mind making a little less on the house if I can be more competitive," he said.

Doing What He Loves

Years have passed, but Jones still greatly enjoys working in the building industry. He said he enjoys things like being with the people involved and witnessing a house's construction. He also enjoys adding new features and products to a home that he is building, including kitchen islands, pull-out drawers under cabinets, many storage closets and two master closets in the master bedroom.

Jones also adds features like generators, double ovens, foam insulation and safe rooms for storms and security reasons.

To set himself apart from the competition, Jones said he likes to construct a home with cathedral ceilings and large space between the kitchen and living room. He said customers may be concerned about temperature issues with such large spaces, but he takes care of that with foam insulation.

But what about the style of the homes produced? Jones said he does a lot of French country homes, which he likes because of their traditional look. He also prefers stucco and putting stone on a house. He said he believes such features make for a "comfortable-looking home."



Jones' passion for building extends beyond the usual builder-to-customer relationship. He said sometimes he lends his building expertise to those he knows through church who need help. In fact, he gets so much enjoyment out of building, he said it's challenging to stay away from his jobsites.

"Sometimes I get behind on paperwork because I'd rather be out there on the job," Jones said. "That's just something I like to do." **OB**





Tulsa Man Uses Glass-Walk Floor System from IBP in Dream Home

It's something Tulsa builder Gary Harkreader and his wife, Elaine, had dreamed of for years: a connecting bridge that would link parts of his dream home. Then, a little over five years ago, Gary found a lot that included a narrow ravine in a development about 20 miles northwest of Tulsa. A beautiful view of lake Skiatook from the site convinced Gary that "this was the spot." He designed a home with sections on both sides of the stream, envisioning a glass bridge connecting the two portions of the home.

In an effort to generate ideas for the design of the bridge, he came across the IBP GlassWalk system during a search on the Internet where he saw photos of GlassWalk skywalks and bridges. The IBP GlassWalk system utilizes an aluminum framework to support clear, laminated glass panels. A traction control ceramic "frit" is applied to ensure a safe walking surface. "Frits" are available in several standard patterns or customers can design their own unique pattern.

Gary quickly drafted an installation drawing and construction specification document and sent them to the staff at IBP (Innovative Building Products) of Fort Worth, Texas. From this information a framing template was produced and IBP fabricated the metal support framework for the twelve glass floor panels.



"It fit like a glove", was the way Harkreader described the installation process of the 15-foot long span. He added that, "It's wonderful. The bridge is totally enclosed and comfortable in any weather without any condensation problems. And the best part is, standing in the middle of my bridge, I have a beautiful view of the lake. It makes you really feel like you're in the middle of the natural world with the lake on the horizon and the stream bubbling below your

feet." Gary's bridge has been a hit with friends and family and is a place that guests gravitate to again and again.

"I'm glad that I was able to bring this to reality and that it didn't turn out to be a crazy dream. The GlassWalk system was the thing that made it all work aesthetically and structurally and the IBP folks were very supportive and professional to work with", said Harkreader.

Steve Weddle, Sales Manager for IBP said that working on this type of innovative product really made their job fun and challenging noting that, "the design flexibility of the IBP system means that we can modify the extruded aluminum frame to just about any shape and still utilize the stock laminated glass floor panels which are available in sizes from 12" x 12" up to 48" x 48".

For more information on IBP products visit www.ibpglass-block.com 





By All Means: Executive Officer's Report

Mike Means

Be Sure to Vote

by Mike Means

I am writing this with about a week left in session. We still have a bill in the balance and the final picture on taxes and credits is still fuzzy. By the time you read this everything will be a whole lot clearer. So, what is your lobbyist and executive officer to write about? How about the elections?

Elections in Oklahoma this year will be a whole lot earlier than ever. In fact, the primaries are now at the end of June! Back when I ran for office they were in July. And believe me, with a month less to work with the things a candidate has to do have a greater deal of urgency.

I have finished reading an in-state survey that shows the Republicans hold a decided advantage in Oklahoma this year. We have a very unpopular President (at least in Oklahoma) and no other name at the top of the ballot. That means everyone down ticket will be influenced by that race. The predicted result is that in many seats that were

once swing seats (meaning they could go either way) will be swinging more Republican.

What does that mean to a voter? Well, it means we can't take a label at its face value. Just because someone is a Republican doesn't necessarily mean they are pro-business. We have come to learn that the hard way. It is incumbent upon each of us to learn the philosophy and background of each candidate.

My personal opinion is that our country is starting to swing to the fiscally conservative. Even more so in Oklahoma I think. We have come to recognize that as a country or a state we just can't continue on the fiscal path we are on. We can't do it in our households or our businesses; what makes us think we can do it as a country or state?

So please take the time to get informed, get involved and then go vote. Next issue I will give an in-depth analysis of what transpired at the Capitol this year.

In the meantime, keep building smart! **OB**

Latest CPB News



by Tony Foust, Chair, Certified Professional Builders Program committee

This year we started something new. If you have followed the OSHBA Blog or frequent their webpage, then you may have noticed that there is a new feature – the CPB of the Month.

The plan is to each month highlight a builder that exemplifies all it means to being a Certified Professional Builder. A committed CPB will remain in good standing (current insurance), will be working to obtain all their continuing education hours, and will actively promote the CPB program. That means they display the logo proudly.

If you are a CPB then you are eligible. Things you might consider doing to get nominated by your local are:

- Be sure all of your marketing prominently displays the logo. I can't tell you how many times I see an ad for a builder in a publication and there is no mention of their CPB status in their ad.
- Be sure your website displays the logo.
- Be active in your local in pushing the CPB program and getting other builders to join

If you're not a CPB yet, I urge you to consider becoming one! Those who are active in the CPB program will tell you that it has really helped them become better builders.

Listed below are the three builders who inaugurated our program:

CPB of the Month for January – Dusty Johnston out of BASCO.

CPB of the Month for February – Dan Reeves out of BASCO.

CPB of the Month for March – Phil Rhees out of the Greater Tulsa HBA.

Look in our next issue for the next three winners. Or check out the OSHBA website – www.oshba.org. You can also find their blog and start following it! **OB**



Dusty Johnston



Dan Reeves



Phil Rhees

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MOST BUYERS DON'T ASK FOR SIDING BY BRAND.

TO THEM, SIDING IS SIDING. UNLESS, OF COURSE, THEY HAPPEN TO BE LOOKING AT A HOME WITH

SIDING THAT MAKES THAT HOME DISTINCT. THAT MAKES IT DIFFERENT FROM THE HOUSE NEXT DOOR

AND THE HOUSE DOWN THE STREET. IN WHICH CASE, SIDING IS THEN MORE THAN JUST SIDING.

IT'S A SELLING POINT. TRUWOOD. THEY'RE ASKING FOR IT, EVEN IF THEY DON'T KNOW IT BY NAME.

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