



DETAB NEWS

Serving areas including Nacogdoches, Center, San Augustine, Lake Rayburn, Jasper, Livingston, Trinity, Crockett, Lufkin, Grapeland, Groveton, Diboll, and many counties in Deep East Texas

PARADE OF HOMES A HUGE SUCCESS !!



Clockwise from top left: Mayor Gordon speaks at VIP kick-off; Leon Stricklen shows his home; Parade Home; David Barringer and Jeb Stringer at VIP kick-off; Visitor stepping off closet space; large turnout at the homes; another Parade Home

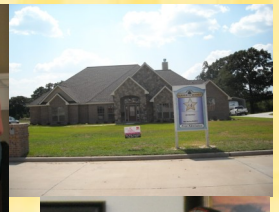
By Carmen Larned, Assistant Executive Officer

I would like to congratulate all of our members who participated in the Parade of Homes this year. It was a great success! I had the opportunity to go into all of the homes in Lufkin and Nacogdoches and they were all beautiful. Cathleen visited the Trinity home and said that it was great also. All of the DETAB builders and associates are so talented and take such a great pride in their work, and it shows. YOU are the ones who make DETAB such a successful association. If I ever win the lotto and get to have another house built, I will have a hard time deciding on a builder!

I saw signs and brochures of our associate members everywhere I went, and was proud to mention to visitors which companies were members of DETAB.

While I was in Nacogdoches I also visited some of the other Nacogdoches builders' homes and found them to be quality homes. The people that I talked to were very cordial and some expressed interest in becoming members of DETAB. This is a great opportunity to sign up new DETAB members!

My kids and I had fun going to all of the houses both weekends and getting to talk to all of the people. We are looking forward to another successful Parade next year!



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PARADE OF HOMES AWARD WINNERS

Aaron Montes of Montes Homes walks away with BEST OF SHOW NACOGDOCHES AREA! Presenting the award are Mike Hineman of Dream Homes and Drafting and Jack Greene of Angelina Bath & Marble.



Melvin Linton, Jr. of Melvin Linton Homes wins BEST OF SHOW LUFKIN AREA! With Melvin is the homeowner of the award-winning home, Mrs. Susan Belasco.



John Bryan of JCB Builders wins PEOPLE'S CHOICE! John's home got the most votes in the visitor's ballots. The prize drawing winner for the gas card is David Ohlich.



News Articles



by Mary Lee Castetter, V.P. of Administration

At the request of the Executive Committee, I am pleased to inform you that earlier this week the committee unanimously accepted the Transition Task Force's recommendation to select **Scott Norman** as the permanent Executive Director of the Texas Association of Builders.

Per the by laws, the Board of Directors will be asked to ratify this selection at their next meeting on November 8, 2008.



NAHB NEWS

Fire Sprinkler Campaign Update

From EOC President Earl McLeod regarding the fight to defeat proposed fire sprinkler

mandates: "It is important to note that the IRC portion of the hearings will start no sooner than 6:00 p.m. on Saturday, September 20 and should end by late evening on Sunday, September 21. Please tell anyone planning to attend and vote to keep this information in mind and to make their accommodations accordingly. Additionally, after looking at the rising cost of airfares to Minneapolis, it has been decided to increase the travel assistance grant being offered by NAHB to \$1,000. It is hoped that this higher grant will be adequate to cover the airfare and a two-night hotel stay in Minneapolis, with some money left over for meals and other incidental expenses. There is no need for anyone who has already submitted an application to reapply, as everyone approved will receive the higher grant. For anyone needing assistance finding a hotel, the following is the link to the ICC site where a hotel reservation can be made: http://abm.iccsafe.org/2008/lodging_and_transporation.cfm If additional assistance or clarification is needed regarding any of the above, please contact Steve Orłowski of NAHB staff at sorłowski@nahb.com or 800-368-5242 x8303."

14th Annual DETAB Charity Golf Tournament
October 6, 2008



900 Crown Colony Dr.
 Lufkin, TX



SPONSORSHIP INFORMATION

Contact Us: Randy Waggoner or Jimmie Railey (936) 632-7444 Morrison Supply

David Barringer (936) 875-4535 DB Builders

Cathleen Milsap (936) 699-4412 or cathleen@detab.org

for sponsorships or to sign on a team

4-Man Team:	\$650.00
Single:	\$175.00
Sponsorships:	
<u>Platinum</u>	\$5,000.00
<u>Gold</u>	\$2,500.00
<u>Silver</u>	\$1,500.00
<u>Hole Sponsorship</u>	\$100.00

Donations of any amount appreciated.

Benefits Habitat for Humanity and charities for children. Our deepest thanks!

TEE TIMES

MORNING TEAMS:

8 AM to 12 PM

..... LUNCH 12-1

AFTERNOON TEAMS:

1 PM to 5 PM

Awards Banquet follows at 6 PM

PRESIDENT MELVIN LINTON, JR. LETTER TO MEMBERS

Dear Fellow Members,

It is my opinion that the 2008 Parade of Homes was an outstanding success this year. Many good leads, some sales and a number of contracts were acquired because of the quality and beauty of the homes in the Parade. It makes me proud to see that the Builders and Associates of Deep East Texas Association of Builders show the hard work and quality that makes East Texans stand out. Next year the Parade of Homes will be bigger and better than ever before.

I want to remind all our Builders and Remodelers that the mandatory county code inspections begins Sept. 1. You can see an article about this on page 4, and you can get more information from the DETAB office. We are here to serve our members!

Our 14th annual Charity Golf Tournament is coming up on Oct. 6. I want to emphasize that all sponsorships will result in a needed contribution to a number of important charities, made in the name of the caring and concerned members of this community — DETAB members.

Now, also, is the time to get involved in the Home Products Show in January 2009. Those of you who want the best pick of booths, contact the office early to reserve your choice spot! This year we have a lot of new and exciting ideas about the Show, and expect a great public turnout and success for the member participants.

Another important reminder: NOMINATIONS FOR THE BOARD OF DIRECTORS MUST BE MADE BY SEPTEMBER 8, 2008. We need some of the good, hardworking people in the Association to take positive action this next year with some of the upcoming issues being so important to the building industry. Give it some hard thought and get your nominations in!

Yours in fellowship, Melvin Linton Jr., President, Deep East Texas Association of Builders

MEMBERS LIST with anniversary dates

BUILDERS

AmeriTex (Alamo Homes)-12/31/2008
 A-Plus Restoration & Construction-03/31/2009
 Abel Flores General Contractor—5/31/2009
 Baskin Builders-02/28/2009
 BC Custom Homes-12/31/2008
 Billy Horton Builders—05/31/2009
 Burton Homes-05/31/2009
 C O Development—05/31/2009
 Carl Bolton Construction-01/31/2009
 Christian Home Builders-02/28/2009
 Custom Construction-05/31/2009
 DB Builders-07/31/2008
 DB Construction-03/31/2009
 Diboll Williams Construction-05/31/2009
 Dixon Construction -05/31/2009
 Dream Homes & Drafting-02/28/2009
 Frank Burrows Construction-02/28/2009
 Goodwyn Construction-04/30/2009
 Hamel Tile Construction-03/31/2009
 Handmade Enterprises-05/31/2009
 Homes By Hershel-02/28/2009
 Hunter's Remodel & Construction-03/31/2009
 James Taylor Construction-11/30/2008
 JCB Builders-05/31/2009
 Jeff Hamilton Construction—04/30/2009
 Jim Ross Warren Construction-05/31/2009
 Kerry Powell Construction—05/1/2009
 McCleskey Enterprises-05/31/2009
 McNeil Construction-05/31/2009
 Melvin Linton Homes-02/28/2009
 Montes Homes-05/31/2009
 Nu Trend Homes—05/31/2009
 Leon Morris Construction-05/31/2009
 Palacio's Remodeling & Contractor-05/31/2009
 Parker Homes & Repair-08/31/2008
 Pat Foley Construction—05/31/2009
 Skillern Construction-02/28/2009
 Stewart Construction-05/31/2009

Stricklen Homes-07/31/2009

The Card-Miles Group-07/31/2009

Tony Ware Construction—05/31/2009

Western Builders-02/28/2009

ASSOCIATES

A-1 Johnny Portable Toilets-05/31/2009

A-1 Rent All-09/30/2009

Acme Brick Company-05/31/2009

Alligator Annie's—05/31/2009

American Real Estate-05/31/2009

Angelina Bath & Marble-05/31/2009

Angelina Glass-05/31/2009

Angelina Savings Bank-05/31/2009

Angelina Title-05/31/2009

Bancorp South—07/31/2009

Barrett Appliance-05/31/2009

Better Business Bureau-07/31/2009

Big Tin Barn-05/31/2009

Boral Bricks-09/30/2009

Carpets by Curiosity-07/31/2009

CB Donovan Real Estate-05/31/2009

Center Point Energy-07/31/2008

Century AC Supply -07/31/2008

City of Lufkin Inspections-05/31/2009

Coburn's Supply-05/31/2009

Commercial Bank-05/31/2009

Community Title-05/31/2009

Consolidated Communications-02/28/2009

Contractors Supply-05/31/2009

Countertops By Cannon-02/28/2009

Crown Pest Control-05/31/2009

Durett Ready Mix-07/31/2009

East Texas Asphalt Company-02/28/2009

East Texas Brick-09/30/2008

East Texas Inspections—08/31/2009

Eastex Glass & Mirror-07/31/2009

Elliott Electric-05/31/2009

Enviro-Tech Insulation-05/31/2009

Everett Griffith & Associates-02/28/2009

Express Personnel Services-05/31/2009

F & F Electric—05/31/2009

Ferrara's Heating & AC-09/30/2008

First Bank & Trust-05/31/2009

First Community Bank of the Woodlands-05/31/2009

Floors-N-More-07/31/2009

Gap Broadcasting-09-30-2008

Gulf Coast of East Texas-05/31/2009

Harry's Building Material-02/28/2009

Hartmann Building Associates-03/31/2009

Hunt Stone & Fireplace-02/28/2009

Huntington State Bank-05/31/2009

Integra Group-03/31/2009

John Dyess Painting-03/31/2009

Johnson Appliance—05/31/2009

Johnson Excavating-05/31/2009

K-Brown Consulting-07/31/2008**

King's Plumbing-05/31/2009

Kwik Kerb-01/31/2009

L & S Floor Works-05/31/2009

Leal Landscaping & Lawn Care-05/31/2009

Lisa Wise Drafting-03/31/2009

Lowrance Wholesale Blinds & Shutters-09/30/2008

Lufkin Daily News-03/31/2009

Lufkin Granite-11/30/2008

Maddux Building Materials-05/31/2009

Matthews Fine Cabinetry-05/31/2009

McCoy's Lumber-02/28/2009

Morrison Supply-05/31/2009

Mueller Inc-02/28/2009

Nacogdoches Sheet Metal-05/31/2009

Overhead Door Company-05/31/2009

Pella Windows & Doors-12/31/2008

Polk Oil Company-05/31/2009

Pro Foam Insulators-07/31/2009

R & D Marble-05/31/2009

Rite way Insulation -05/31/2009

Ron's Pool Place-04/30/2009

Ritter Lumber-05/31/2009

Ross Motor Sports-05/31/2009

Safeco Security-05/31/2009

Sears Commercial-08/31/2008

Security & Guarantee-05/31/2009

Sherwin Williams-05/31/2009

Signs by Debbie-07/31/2008

Socia Septic Systems-05/31/2009

Southern Tile-02/28/2009

Specialtees Unlimited-11/30/2008

Stolz Engineering-05/31/2009

Stone Woodworks-05/31/2009

Temple Inland Forest Products-05/31/2009

Texas Custom Cabinets-09/30/2008

Texas State Bank-02/28/2009

The Attic Lift-05/31/2009

The Tradesman-05/31/2009

TNT Electric Company-05/31/2009

Tom Brown AC & Electric-05/31/2009

Transit Mix Concrete-05/31/2009

Truss Plumbing -05/31/2009

Walker & Byrd Building Materials-05/31/2009

Weatherization Partners-03/31/2009

Weatherman Roofing-03/31/2009

Wright Renovations-05/31/2009

Congratulations to New Members

Stone Woodworks, Terry Stone

Habitat for Humanity of Nacogdoches, Miki Fryar

Lynn Williams Construction, Lynn Williams

Seamans Construction Company, Gary Seamans

MEMBERS, REMEMBER THAT THE TAB 2007 CONTRACT CD'S ARE FOR SALE AT THE DETAB OFFICE...

SEE CATHLEEN



The Deep East Texas Association of Builders are industry professionals dedicated to strengthening the home building industry by serving one another and the community through education, charitable partnerships and government involvement.

**D e e p E a s t T e x a s
A s s o c i a t i o n o f
B u i l d e r s**

1522 W. Frank St.
PO Box 153337
Lufkin, Texas 75915

Phone: 936-699-4412
Fax: 936-699-4413

E-mail: cathleendetab@consolidated.net

MANDATORY COUNTY CODE INSPECTIONS BEGIN SEPTEMBER 1

According to the Texas Association of Builders, big changes are in effect for all homebuilders and remodelers who build in the unincorporated areas of the state. As of September 1, 2008, all homes constructed in unincorporated areas, or areas not subject to municipal inspections, must undergo a minimum of three inspections to insure building code compliance.

In 2001, Legislation was passed making the International Residential Code, or IRC, the municipal residential building code for the state of Texas. In 2003, Texas Legislature mandated all homes in the state, even in unincorporated areas and those without municipal inspections follow these IRC standards. The last legislative session passed this compliance to be in effect September 1, 2008.

The minimum of three inspections follows:

- Foundation prior to placement of concrete
- Framing and mechanical systems prior to interior wall covering
- Final inspection at completion of home

The builder/remodeler is responsible for contracting his

choice of Fee Inspector to include the following:

- Licensed engineer
- Registered Architect
- Professional inspector licensed by TREC
- Third-party inspector TRCC approved

Remodelers are required based on the scope of work,

according to applicable building code, as adopted by the county seat and/or IRC as existed on May 1, 2001. *

You can phone TAB at 512-476-6346 or TRCC at 512-463-1040. DETAB has a copy of the Order at the EO's desk as well. Don't hesitate to contact DETAB with questions or concerns.

*The above information was taken from Mandatory County Code Inspections Begin September 2008 by: Bill Little

The formal rules can be found at <http://www.trcc.state.tx.us/Inspectors/CountyInspections.asp>

SUNBELT
BUILDERS SHOW™



GREEN is
Mainstream

NOV. 6-8

3-Day Conference Package: Includes Friday Sunbelt Luncheon and admittance to the education seminars from Thurs., Nov. 6—Sat., Nov. 8. \$295 (after 10/28—\$395)

One-Day Conference Includes exhibits pass for all days, and one-day admittance to the education seminars \$175 (after 10/28—\$295)

Exhibits Only Pass: Includes admittance to the exhibits Thurs., Nov. 6—Sat., Nov. 8 (after 10/28—\$50)

The Gaylord Texan has a conference discount for rooms at only \$186.00 per night if you sign up early.

Tips on How to Work a Trade Show

Whether you're exhibiting or attending, here are some survival tips to help make your visit to a Sunbelt worthwhile:

- No matter how tired you are, attend a few seminars and all the special events.
- Target industry leaders and contacts you want to meet.
- Spend some time each day circulating and networking. When you finally catch up with a person you wanted to meet, ask them to join you outside the hall where it's quieter. If it's an industry leader, you will only have a few minutes to make an impression before they are distracted or led away.
- Speak to as many people as you can while waiting in food or restroom lines. You never know who will turn out to be a great contact.
- If a reporter or producer approaches you, give them a positive quote for their story.

Continued Page 5

**reliance is...
earning your confidence
and trust**

Just like you, your employees need flexibility in their health care coverage. Blue Cross and Blue Shield of Texas offers health insurance coverage designed to be flexible and meet the needs of TAB members.

Sound good? More information about the TAB Health Insurance Program is available when you logon to aycockandfowlerins.com. Request a no obligation quote for your greatest asset – your employees by contacting Abby Schrader at (866) 426-4990 toll-free or by e-mail at aschrader@aandfins.com.



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Wayne Phillips
Contractor Sales

(Continued from page 4)

- Rather than carrying around heavy brochures, collect the business cards of serious prospects. Say, "So many people were interested in my products, I've already given all my brochures away. But, I'd love to send you one as soon as I get back to the office."
- Bring three times as many cards as you think you'll need. Distribute postcards. Unlike heavy brochures, postcards are light and easy to carry. They are also inexpensive to print.
- Wear comfortable clothes and a jacket with pockets. Keep cards in one pocket to hand out. Store cards in the other pocket. If you don't have a stylish, comfortable outfit to make a good impression, go shopping before the Show.

DETAB Members Luncheon

This month the DETAB Members Luncheon is privileged to be part of TAB's Tour of Texas, in a "Town Hall" type meeting. They will discuss the Sunbelt Builders Show that will occur in November (see Sunbelt article pg. 4.) They will also include the 2009 Legislative Session and Rally Day scheduled for the end of February. The Luncheon is on Thursday, September 4, starting at 11:30 at Ralph & Kacoo's, 3107 1st Street, Lufkin (Hwy 59 South.)

Granger MacDonald, Vice President/Secretary, Rick Rnefro, Area 7 Vice President, and Scott Norman, TAB Interim Executive Director and General Counsel will be the staff conducting the presentation and meeting.

Members, MARK YOUR CALENDARS
SEPT. 4
and be there !

ktre.com CLICKABLE HOUSE is NOW AVAILABLE !

Just go online to ktre.com, click on CONNECTIONS, and select HOME CONNECTIONS from the drop-down menu, and you will be on the Clickable House page.

EQUAL TRADE PROGRAM

The upgrade to our members who will purchase Clickable House (at a 10% discount) are listed below.

Please note, the house became live on Friday, August 15. Any content (FAQs, industry-to-public information) will be greatly appreciated, welcome and posted immediately.

Right now, the placeholder pages will house your creed [DETAB] and contact information with a link to your website.

We need filler information, and eventually, full expert pages, in each of the categories EXCEPTING flooring, plumbing, and security.

Need an easy project idea that will truly add value to your home?
Looking for an expert opinion on a remodel or replacement?
Click on the links below to search KTRE.com's Clickable House!

- Cabinets
- Counters
- Entertainment
- Fireplace
- Fixtures & Appliances
- Flooring
- Furniture
- Heating & Air
- Home Builder
- Lighting
- Plumbing
- Realty/Mortgage
- Security
- Windows & Doors

HOME CONNECTION
DEEP EAST TEXAS ASSOCIATION OF BUILDERS
NAHB® NATIONAL ASSOCIATION OF HOME BUILDERS
TEXAS ASSOCIATION OF BUILDERS

Users will click on the section of the house they are interested in, (see Flooring highlighted in yellow) and the information about the member who bought that section will pop. The site is very user-friendly and can have 103,000 page views with 20,000 visitors. Unsold sections will default to DETAB.

EQUAL TRADE TO DETAB

- Placeholder page for each unsold category
- Content rights to all unsold categories
- Logo and link on all tile banner ads
- Logo and link on all placeholder pages
- Logo and link on all Expert pages
- Logo and link on Clickable House intro page
- Logo and/or name mention in rotation in promotional commercials (begins Sept 2008)

HOME CONNECTIONS EXPERTS (\$450/mo) RECEIVE:

- EXCLUSIVITY to their category
- 2-minute video and :10-:15 commercial pre-roll

- Free production
- FAQ section
- Logo and link on intro page
- Email box for contact/question and/or quotes
- Rotating logo and name mention in Clickable House promotional commercials on KTRE-TV
- Clickable Coupon
- 50/50 Friday certificate program (optional, must meet certain requirements)

Contact Paula Divello at ktre to sign in the program or for more information on the program.

Paula Divello, ISD | Raycom Media |
KTRE.com | 936.853.5873 office
() | 936.853.8618 direct |



DETAB
NEWS