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# INDIANA-ARMSTRONG BUILDERS ASSOCIATION

## NEWSLETTER

PO BOX 462, 1380 ROUTE 286 HWY E STE 502, INDIANA, PA 15701

PHONE (724) 349-2327 - 800-491-4030 - FAX (724) 349-9789

E-MAIL ADDRESS: [INDARMBD@MICROSERVE.NET](mailto:INDARMBD@MICROSERVE.NET)

# AUGUST

WEBSITE: [WWW.IABUILDERS.COM](http://WWW.IABUILDERS.COM)

# 2018

**THE VALUE OF ADVOCACY**  
**\$7,500**

Add up the dollar value of NAHB services and advocacy victories and you get an average of \$7,500 per housing start for a typical home builder. That figure demonstrates just how much value NAHB delivers for members. Below are selected advocacy victories achieved in 2017 that contribute to that number.

- \$1,600** Suspension of Beryllium Rule
- \$1,200** Reductions in Builder Taxes
- \$700** Protection of Builder Interest Deduction
- \$700** Elimination of Flawed Duct Proposal
- \$1,000** Preservation of Options in Building Codes

*These numbers represent the value per housing start a typical builder will see in 2018 as a result of key NAHB advocacy victories achieved in 2017. Some members will experience more of these benefits than others.*

**We Build Communities.**  
[valueofnahb.org](http://valueofnahb.org)

**NAHB**  
National Association  
of Home Builders

### PROGRAM SPONSORS FOR 2018:

September -

October -

November -

Please call the office if you're interested in being a sponsor.

### NEW MEMBER

JOSEPH PATERSON FROM  
PATMAX CONSTRUCTION INC.

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### SAVE THE DATE

FRIDAY, SEPTEMBER 14, 2018

FROM NOON UNTIL 5PM, WE WILL BE HAVING A 2015 IRC CODE TRAINING SESSION AT THE WHITE TOWNSHIP FIRE STATION. THIS WILL BE PRESENTED BY A REPRESENTATIVE FROM THE PENNSYLVANIA HOUSING RESEARCH CENTER. THE COST WILL BE \$30.00 FOR IABA MEMBERS AND \$75.00 FOR NON-MEMBERS. A 2015 IRC CODE BOOK IS MANDATORY TO UNDERSTAND THE CHANGES. THE LEAST EXPENSIVE WAY TO GET A BOOK IS TO GO ONLINE ON AMAZON OR BARNES AND NOBLE.

A REGISTRATION FORM WILL BE SENT OUT LATER THIS MONTH.

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IABA MEMBERS HAVE ACCESS TO ALL NAHB MEMBER ADVANTAGE BENEFITS

[www.nahb.org/ma](http://www.nahb.org/ma)

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**President**

Sam Ward

**Executive Officer**

Richard A. Clawson

**Vice-President/Treasurer**

Melissa Steffey

**Vice-President/Secretary**

Bob Maderer

**Associate Vice-President**

Evan Strittmatter

**Immediate Past President**

Rod Greczek

**Board of Directors**

Matt Houser

Steve Misner

Ed Kachur

Chris Shirley

John McLaughlin

Jeff Bouton

**PBA Directors:** Sam Ward, Matt Houser, Melissa Steffey, Rod Greczek

**PBA Life Board Members:**

Richard Clawson, Curtis Lentz, Steve Misner, Warren Peter & Harold Wilson

**Calendar of Events for 2018**

July 12- Midwest Region Meeting- 5:30pm- Indiana Country Club

August 3-4 - PBA Board Meeting- Nittany Lion Inn - State College

**Membership has  
its privileges !**



**July Riddle Winners :**

Nick Rado from Indiana Planning & Development

Jim Nave from Lezzer Lumber

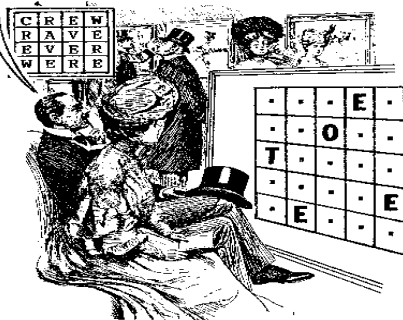
**July Riddle Answer was:**

Each word contains 3 consecutive letters of the alphabet in a row.

**AUGUST RIDDLE**

**World's Most Perplexing  
"Word Square" Puzzle**

*"That, my dear, is this year's winner in the 'Word Square' pairing contest. To solve it you must use the same five words both horizontally and vertically. The answer is in the back of your program!"*



THE FOLLOWING HINTS CONCERNING THE DEFINITIONS OF THE FIVE WORDS SHOULD HELP YOU SOLVE THIS INTERESTING LITTLE PROBLEM:

- 1) Filled
- 2) To make up
- 3) A salutation
- 4) To hinder

The first three to contact us with the correct answer will receive a Ice Pack.



## Member Advantage at a Glance

[www.nahb.org/ma](http://www.nahb.org/ma)

**Amazon Business** - Create an Amazon Business account and gain access to the NAHB Amazon store which offers recommended products tailored to your industry's needs while unlocking additional business savings. Sign up here, [www.amazon.com/NAHB](http://www.amazon.com/NAHB)

**Capital One Spark Business Card** -With the Spark® Cash credit card, you'll earn unlimited 2% cash back on every purchase—plus, there is no annual fee to use your card. Click here to learn more: <https://cap11.co/NAHB>

**Houzz** -Free access to the concierge service, instant approval into the Houzz Trade Program giving trade-only discounts up to 50% off, plus special discounts on local advertising. Visit [www.houzz.com/NAHBmembers](http://www.houzz.com/NAHBmembers)

**FCA US LLC** - A \$500 cash allowance for members, employees and household family members. This offer is good toward many new models in the Chrysler, Dodge, Jeep®, Ram or FIAT® vehicle lineup and is stackable with most current local or national incentives. Visit [www.nahb.org/fca](http://www.nahb.org/fca) to learn more.

**Lowe's** - Visit [www.LoweForPros.com/NAHB](http://www.LoweForPros.com/NAHB) or call 877-435-2440 and register to save 2% on your Lowe's Accounts Receivable (LAR) or Lowe's Business Accounts (LBA) purchases and free delivery on purchases over \$500. Save an additional 5% every day at the store when you mention the 5% at time of purchase and when using your LAR or LBA.

**General Motors** - General Motors is proud to offer NAHB Members a Private Offer of up to \$1,000 on your next Chevrolet, Buick and GMC vehicle. Visit [www.nahb.org/gm](http://www.nahb.org/gm) to learn more.

**UPS Savings Program & YRC Freight** - UPS discounts of up to 36% on a broad portfolio of shipping services. Savings of at least 70% on less-than-truckload shipments 150 lbs. or more with UPS Freight and YRC Freight. Visit [www.1800members.com/NAHB](http://www.1800members.com/NAHB) or call 1-800-MEMBERS (800-636-2377) for more information.

**GEICO** - Exclusive NAHB discounts for members on auto insurance. Visit [www.geico.com/disc/nahb](http://www.geico.com/disc/nahb) or call 800-368-2734. Mention NAHB for auto, homeowners, and commercial auto quotes.

**2-10 Home Buyers Warranty** - Visit [www.2-10.com/NAHB](http://www.2-10.com/NAHB) or call 855-280-1328 to receive exclusive access to discounts on select products, including the Builder Backed Service Program and the systems and appliances warranty.

**TSYS** (formerly TransFirst) - Payment solutions with average savings of 16% per year. Web/mobile tools, credit card and eCheck processing and more. Free "Savings Analysis" call 800-613-0148 or visit [www.tsysassociation.com/NAHB](http://www.tsysassociation.com/NAHB).

**Dell** - Up to 30% off on all Dell computers. Call 800-757-8442 and Mention NAHB or visit [www.dell.com/nahb](http://www.dell.com/nahb).

**ConstructionJobs.com** - NAHB offers a recruitment tool to all NAHB members in their search for new employees. NAHB members enjoy a 20% discount off standard rates. Visit: <https://www.nahb.org/en/members/member-discounts/archived-webpages/nahb-career-center.aspx> to connect with top talent and top employers in the construction industry today.

**Hertz** - Up to 20% off on rental cars and FREE Gold Plus Rewards membership. Visit [www.hertz.com/nahb](http://www.hertz.com/nahb), or call 800-654-2200 and use CDP# 51046.

**Avis** - Up to 25% off car rental base rates and FREE Avis Preferred Service membership at [www.avis.com/nahb](http://www.avis.com/nahb), or call 800-331-1212 and use AWD code G572900.

**Budget** - Up to 25% off car rental base rates and FREE Budget Fastbreak at [www.budget.com/nahb](http://www.budget.com/nahb), or call 800-283-4387 and use BCD code Z536900.

**Office Depot** - Office Depot - Save up to 80% in-store or online. Free shipping on orders of \$50 or more. Visit [www.officediscounts.org/NAHB](http://www.officediscounts.org/NAHB) or call Jeremy Kirkland for assistance with your business account; 855-337-6811 Ext. 2897

**Omaha Steaks** - Save 10%, in addition to any online specials. [www.OSincentives.com/promo/nahb](http://www.OSincentives.com/promo/nahb)

**TripBeat** - 25% discount on over 200,000 vacation rentals worldwide. Call 844-367-6433 and mention NAHB at time of reservation or go to [www.tripbeat.com/nahb](http://www.tripbeat.com/nahb).

**Wyndham Hotel Group** - 15% off at over 7,400 hotels. Call 877-670-7088 and mention ID 8000002688. Go to [www.nahb.org/ma](http://www.nahb.org/ma) and click on the Wyndham logo to find out more.

**FTD** - 20% off floral arrangements and gifts at [www.ftd.com/nahb](http://www.ftd.com/nahb) or call 800-SEND-FTD use code 17421.





# ITALIAN Festival



## AUGUST 19, 2018 - 12:00-8:00 PM

### 10<sup>TH</sup> STREET TO 13<sup>TH</sup> STREET ON PHILADELPHIA STREET



FOOD • GAMES • LIVE MUSIC • 3 BANDS



PA EXPRESS (POLKA) - 12:30-2:00 PM

DR. ZOOT - 2:30-5:30 PM

JASON GAMBLE & FRIENDS

KIDS CORNER - BOUNCY HOUSE SPONSORED BY  - PHILLY STREET ON 11<sup>TH</sup> STREET

VENDORS RAILROAD TRACKS TO 13<sup>TH</sup> STREET ON PHILLY STREET



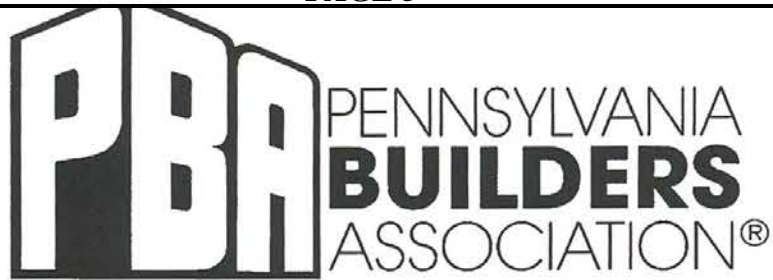
### CAR CRUISE - BACK OF STAGE TO 13<sup>TH</sup> STREET

**Bruno's**  
Verace Cucina Italiana

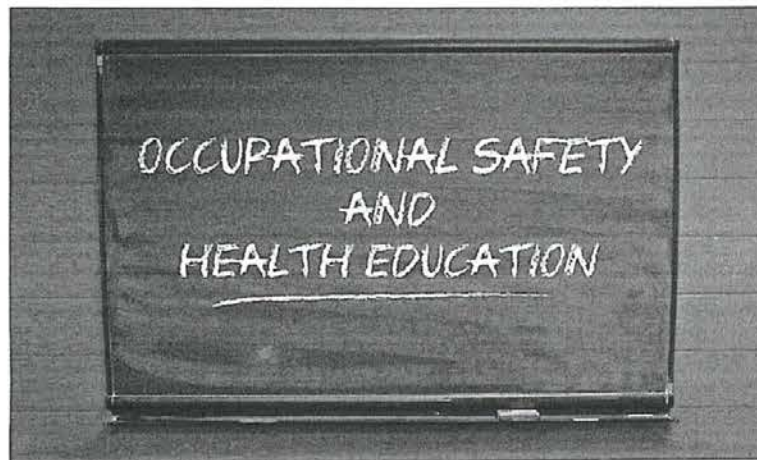


*Nap's*  
Cucina Mia





**SAFETY PROGRAMS 101: WHY DO I NEED ONE  
AND WHERE DO I START?**



**Myth #2: My company is too small for a safety program.**

**Myth #3: A safety program is a waste of money and can't improve my bottom line.**

No matter your industry, no matter your size, no matter whether you're privately or publicly held, every organization needs to prioritize safety. In fact, it can even make your organization more profitable with fewer workers' compensation claims.

But, putting a safety program together feels overwhelming. Where do you start?

**Click below to see the benefits of a safety program and how to develop one.**

**DEVELOP & BENEFIT FROM A COMPANY  
SAFETY PROGRAM**

CONTACT US

We're here when you need us most. Call, email or stop by.

2555 Kingston Road

Suite 100

Yerk, PA 17402

717-755-9288

[info@pbaworkcomp.com](mailto:info@pbaworkcomp.com)

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