



RECIPE FOR SUCCESS

High-Performance Products Guarantee a Quality Build

Florida-based, National homebuilder Patrick Zalupski knows all too well the importance of constructing homes whose quality can stand up to temperatures in varying climates around the country. President of Dream Finders Homes, Zalupski built more than 400 homes in Florida and Georgia in 2014 and entered several new markets around the country including Orlando, Denver, and Austin. Zalupski understands the importance of building with quality products that ensure the ability to withstand the harshest of weather conditions from blizzards to hurricanes.

So while Dream Finders' home styles, features and community settings draw the aspirational eye of home buyers, it is Zalupski's commitment to quality from subfloor to rooftop that affirms the home as a smart investment and ensures he makes the sale.

The products he selects to protect homes against a moisture-heavy climate must be high-quality, and it's a standard on which he won't waver. While many builders let upfront costs deter them from using the best product, Zalupski believes the return on investment comes in several benefits often associated with those higher-quality products: assistance from the manufacturer with education and training for sales, operations and consumers; co-branded marketing; efficiency on the jobsite; and homeowner satisfaction.

Those factors are why Dream Finders chose AdvanTech® flooring and ZIP System® sheathing and tape for their

homes last year and have committed to use these products for an estimated 600 more homes this year.

"With afternoon showers rolling in almost every day during the summer in Florida or the consistent snow storms during the winter months in Colorado, I need a subfloor that will not warp or buckle," Zalupski said. "AdvanTech flooring is a no-brainer. The lifetime warranty, no sanding guarantee* and overall higher quality make it an easy choice."

"Dream Finders is forecasted to build 600 homes this year ranging from \$120,000 to \$2 Million, and we intend to use both products in every one."

AdvanTech flooring has long been the standard subfloor used by Dream Finders. "We need a subfloor that we can trust, and we install AdvanTech flooring in every home we build," Zalupski said.

"You can really feel the difference with AdvanTech flooring. It's much sturdier and quieter to walk on."

Zalupski also relies on ZIP System sheathing and tape to keep his homes at top-notch quality for Dream Finders' buyers. ZIP System sheathing offers superior moisture protection thanks to its built-in weather barrier, which Zalupski says is crucial to standing up to Jacksonville thunderstorms.

"With a big afternoon storm, felt and housewrap can get blown off the home,

and the crews do not always re-apply it properly," Zalupski said. "ZIP System sheathing is much better because you do not have to worry about that."

ZIP System sheathing and tape stays in place, and because it was properly installed the first time thanks to installation training and technical tool guides, Zalupski is managing time, money and his reputation.

Another bonus? ZIP System sheathing just looks better on a construction site.

"When I bring investors to a community where ZIP System® sheathing is exposed on the job site, they see how clean it is ...much better than traditional OSB with housewrap flapping in the breeze," says Zalupski.

Zalupski says it's not just investors who are impressed. His whole team sees the quality and benefit of AdvanTech flooring and ZIP System sheathing and tape, including the sales agents and product managers who communicate to the homeowners the quality product they will receive in their homes. It's a solution that he says appeals to everyone in home building, from consumers to professionals.

"The quality of both AdvanTech flooring and ZIP System sheathing are visible at a production level, not just a custom level," he said. "Dream Finders is forecasted to build over 600 homes this year ranging from \$120,000 to \$2 Million, and we intend to use both products in every one."

Build Strong with AdvanTech® Flooring

AdvanTech panels are high-density engineered flooring, resulting in a product that delivers performance and peace of mind into every floor. Builders who build strong with AdvanTech flooring gain all of the advantages of using the highest quality subfloor with none of the headaches, including:

- **After the Sale** — No one likes to hear from an unhappy customer, especially when the customer is a new homeowner. It is often too difficult and expensive to remove a bad subfloor panel from the joist after construction. Because AdvanTech panels have industry-leading strength, stiffness and fastener holding power, as well as best-in-class moisture resistance, they can help reduce flooring issues after closing by protecting the subfloor deck from the elements during construction. In other words, builders can't afford not to consider a quality subfloor.
- **Craftsmanship** — Builders can be certain of one thing: future homeowners will walk on their floors every single day. As a result, the subfloor product is a very important consideration to ensure quiet, stiff floors for future occupants. Builders can differentiate themselves by using the #1 in quality subfloor panel, AdvanTech flooring.** Builders who use the panels have access to tools on how to sell the importance of a quality subfloor selection to potential homeowners.



ZIP System® Sheathing The Fastest Way to the Perfect Tight House™

It's a one-of-a-kind structural roof and wall system with a built-in, energy-efficient barrier that keeps water out and reduces air leakage while still allowing panels to properly dry. Plus, it goes up in just two easy steps: install the panels, tape the seams. Fewer steps result in 40% faster installation when compared to traditional housewrap and felt.

- **Long Term Performance of the Home** — Air leakage is one of the most significant causes of energy loss. By simply taping the panel seams with ZIP System™ tape, the system effectively seals the building envelope, decreasing unwanted air leakage into and out of the home. Panels are engineered to withstand the demands of the jobsite and provide long-term performance within the building structure. That's performance backed with a 30-year system limited warranty and products that can withstand up to 180 days of exposure.*
- **Meeting New Building Codes** — To create a strong, tight shell that is far less likely to experience thermal loss and undermine energy efficiency, ZIP System sheathing and tape can help meet ever-changing energy codes. Unlike regular sheathing products that require housewrap plus tape plus caulk at the bottom of the seams to ensure a water tight seal, ZIP System sheathing installs much quicker and more efficiently because it is a combination wood structural panel with a water-resistant barrier built right in. Simply install the panels, and use the ZIP system tape to seal the seams.

For more information on AdvanTech® flooring or ZIP System® sheathing and tape, visit www.huberwood.com



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