



**NORMERICA**<sup>TM</sup>  
AUTHENTIC TIMBER FRAME

# INDEPENDENT REPRESENTATIVE PROGRAM



[normerica.com](http://normerica.com)

*Do your clients ever ask...*

***“Can you build Timber Frame?”***

*Now, the answer is YES!*

Tel: 905-841-3161

**1-800-361-7449**

Fax: 905-841-9061

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



# NORMERICA™

## AUTHENTIC TIMBER FRAME



BUFFALO MOUNTAIN LODGE



CYPRESS CREEK DAY LODGE



PRIVATE HOME



CYPRESS CREEK DAY LODGE



PRIVATE HOME



CARDINAL REDCREST GOLF CLUBHOUSE

**NORMERICA** AUTHENTIC TIMBER FRAME, Head Office & Plant

150 Ram Forest Road, Gormley, Ontario, Canada L0H 1G0 **1-800-361-7449** [normerica.com](http://normerica.com)



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#### We have some questions for you!

- Has your company been successful in the custom home market for the past five years or more, building between 4 - 10 buildings per year starting at a minimum of 1,600 sq.ft. each?
- Are you and your company well established in your geographical area of business with a business infrastructure in place to support you?
- Does your company have the ability to take each project from conception to completion when needed?
- Is your business located in a strong building market with high construction costs and high land values and where Timber Frame homes are in demand?
- Are you too busy with current clients to pursue future prospects?
- Are you looking to position your company in a high quality and distinctive building market niche?
- Do you find it difficult to work through the preliminary design process?
- Would you like to increase your volume of business without greatly increasing your overhead?
- Would you like access to professional sales and design staff that can assist you and your client with budget and construction schedules?
- Would you like to reduce your winter construction costs?
- Do you have a shortage of reasonably priced, experienced carpenters?
- Would you like to save valuable construction time on every project?
- Have you identified a lack of choice, supply and easy access to quality building and finishing materials?

*If your answer is "yes" to most of these questions, read on...*

#### **Normerica's Program Objective**

**Our objective is to provide custom builders and architects with the highest quality complete and cost competitive Timber Frame package available anywhere and to support our Independent Representatives with the most responsive and effective professional design, engineering and marketing services offered to the custom home market.**



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*Since 1979, we have maintained our tradition of excellence in design, manufacture, construction and customer service; in the creation of the finest Timber Frame structures available.*

### NORMERICA'S ADVANTAGES

- Purchase the most distinctive, high quality Timber Frame building package available in North America at wholesale prices.
- Immediately position your company in a niche market, offering North America's leading Timber Frame system.
- Exceptional marketing tools, trade show booths and support available.
- Exclusive access to 100's of fabulous custom Timber Frame home designs.
- In-house conceptual design, engineering and permit drawing.
- We supply all the home buyer's shell and finishing requirements from one source with many options to choose from.
- A large choice of "Normerica Timber Frame Package" alternatives.
- Fast and simplified quoting and support to help you bring the home buyer to the bottom line quickly.
- Effective sales support from our in-house Sales, Estimating, Design, Engineering and Marketing Representatives.
- Receive up to 2% of your annual net package purchases on pre-approved media advertising and trade show space.



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#### Design Solutions

- 100'S OF NORMERICA DESIGNS  
Access to hundreds of exciting designs catalogued in our extensive library of Normerica Timber Frame home plans.
- TIMBER FRAME COMBINATION DESIGNS  
Normerica has the unique ability to offer hybrid home designs called “combination homes”. In these homes, Normerica has married it’s distinctive Timber Frame system for the main ‘core’ of the building with it’s Panels-Plus non-timber look system for a bedroom or utility wing of the building. The possibilities are endless.
- CONCEPTUAL DESIGN  
Normerica recognizes the need for every region to build homes with architecture indigenous to the area. Normerica can provide full conceptual design services to assist you in developing your client’s “vision”.
- CUSTOM CAPABILITY  
Bring us your customer’s “dream”, and we will make it a reality.
- COMPLETE BUILDING PLANS  
Whether it’s one of our Normerica designs, or a custom design, we are responsible for developing complete floor plans, elevations and details using AutoCAD 2004 for building permits in any jurisdiction of North America.
- COMMERCIAL BUILDINGS  
We are proud of our many award winning Golf Course, Ski and Yacht Clubhouses, Ski Lodges, Riding Arenas, Resort Lodges, Dining Hall and Pool enclosures.
- STRUCTURAL ENGINEERING  
In-house structural engineering provides convenience, speed and solutions when site conditions require it.
- ENERGY-EFFICIENT EVALUATION  
Our design and engineering staff are experts in the design and detailing of energy-efficient construction. Normerica is an Energy Star compliant manufacturer.



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#### Pricing Solutions

- CONVENIENCE  
All your design and material needs from one source.
- PANELIZED BUILDING PACKAGES  
Eliminates those costly bins of scrap lumber and site theft. Your client is only paying for what they are getting. Provides savings in on-site carpentry labour, and at the same time gives greater predictability in quality and completion time.
- CUSTOM QUOTING  
A seven day turn-around for most custom quotes can be anticipated for quick response to your clients. Normerica will work with you to ensure the building, design and package we quote will fit the client's budget.
- GUARANTEED FIXED PRICING  
Pricing is guaranteed once contracted for - no last minute surprises due to market fluctuations. Price protection for up to 6 months.
- COMPLETE MATERIAL TAKE-OFF  
No more quick trips to the lumber yard. Normerica supplies all building materials for the entire shell and interior – not just some portions. Normerica is responsible for the material take-off and guarantees it is correct. (If there are inadequacies, we will make them right.) Sourcing of materials, quality control, pricing fluctuations, deficiencies and inappropriate quantities are no longer your responsibility. They are Normerica's.
- DELIVERY ARRANGEMENTS  
Normerica is responsible for on-time and safe delivery of your package. The material package will arrive at the job site on time and packaged for easy access and protection with lift diagrams to allow quick identification of contents for each lift. We can make arrangements for staggered deliveries to accommodate "tight" sites.

#### Business Solutions

##### NICHE MARKET POSITIONING

Place your company and reputation ahead of your competition in the upscale custom home market by offering your clients a nationally recognized high quality Timber Frame home, clubhouse or resort building.

- MARKETING TOOLS  
Exceptional marketing tools, trade show booths and support is immediately available. Our marketing staff is committed to working with you in the establishment of your own regional marketing plan and implementation.
- CO-OP ADVERTISING  
Earn up to 2% of your annual net package purchases on previously approved media advertising space and/or trade show space.

