

# 13 Special Unit Producers Report \$298.5 Million Gross Sales Volume for 2004

VENTURA, CA—Respondents to the 2005 *Automated Builder* survey of special unit producers, defined as manufacturers of modular and panelized commercial buildings, reported a total of \$298.5 million gross sales volume for fiscal or calendar 2004.

In this survey, the 13 companies responding reported that they produced some 5,814 floors, operated 40 sales offices and 55 plants.

The thirteen companies are ranked by their GSV and where reporting the same total GSV, are listed alphabetically. The survey forms were sent to 170 companies identifying themselves to the

*AB* circulation department as primarily engaged in producing commercial buildings.

Accuracy of the information is the responsibility of the respondent. The publisher makes no claim as to completeness of the survey since most companies do not return survey forms and some returned them incomplete or late. *AB* estimates there are some 170 special unit manufacturers doing business in North America, including the U.S. and Canada.

The *AB* survey lists are used by potential customers throughout the world and are made available on the *AB* Web site each year.

## Automated Builder's Top Special Unit Producers of Modular or Panelized Commercial Building Ranked by 2004 Gross Sales Volume

Company Address City/State/Zip Phone	Chief Executive Sales Officer Fax	2004 GSV No. Sales Offices Main Type Unit Produced	No. Floors No. Plants	%Perm/Temp Sited Sell/Lease/Both Wood/Steel/Concrete
Tuff Shed 1777 S. Harrison #600 Denver, CO 80210 303-753-8833	Tom Saurey Dan Meinerz 303-753-2185	\$130.0m 24 storage buildings	NA 40	100/0 100 99/1/0
Modular Technology 22425 N. 16th St. Phoenix, AZ 85024 602-272-2000	Mike Morton Doug Hensley 623-298-2487	\$46.2m 2 banks, school facilities	NA 1	90/10 100/0 0/100/0
Meehleis Modular Bldg. 1303 E. Lodi Ave Lodi, CA 95240 209-334-4637	William Meehleis NA 209-334-4726	\$32.9m 0 classrooms	187 1	95/5 95/5/0 10/90/0
Northgate Industries 12345 121 Street Edmonton, AB T5L-4Y7 780-448-9222	Sid Braaksma Jon Warren 780-448-9508	\$32.0m 1 Industrial housing	490 2	10/90 50/50 100/0/0
Blazer Industries PO Box 489 Aumsville, OR 97325 503-749-1900	Marv Shetler Steve Tucker 503-749-3969	\$18.8m 1 office, classroom	712 1	40/60 100/0/0 93/2/5
General Shelters of Texas PO Box 2108 Center, TX 75935 936-598-1414	Charles Rushing same 936-598-7717	\$13.3m 2 offices, classrooms	3,397 2	0/100 100/0/0 wood/steel
Designed Mobile Systems PO Box 367 Patterson, CA 95363 209-892-6298	David Smith Carmen Ocampo 209-892-5018	\$10.5m 3 classrooms	600 1	50/50 100/0 10/90/0
Manufactured Structures 3089 E. Ft. Wayne Rd. Rochester IN 574-223-4794	Austin Gulick Todd Hopkins 46975 574-223-9051	\$5.5m NA classrooms, offices	300 1	NA NA 99/1/0
Shelter One 5887 Monument Drive Grants Pass, OR 97526 544-479-4622	J. Wittkopp M. Durbrow 541-479-5289	\$3.6m 3 equipment buildings	NA 2	95/5 98/2/0 wood/steel/100
Innovative Comp. Group 721 N. B St., #6 Sacramento CA 95814 916-444-5866	Ray Youmans Brett Tilley 916-444-3252	\$2.5m 1 offices, classrooms	25 1	100/0 100/0/0 0/100/0
Downing Corp. 6383 Furnace Rd. Ontario, NY 14519 315-524-5354	Brent Downing Greg Downing 315-524-4360	\$2.0m 1 classrooms	50 1	60/40 60/40/0 wood/steel 100
Poe Construction 840 S. Front St. Montezuma, IA 50171 888-243-3441	Carl Poe J.R. Shearer 641-623-5456	\$956,000 1 press boxes, cabins	28 1	85/15 90/10/0 45/55/0
Insta-Office Mfg. 9198 Ridge Rd. New Castle, CA 95658 916-663-9527	Ken Woolley NA NA	\$250,000 1 offices	25 1	NA 100/0/0 100/0/0

**AUTOMATED  
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VENTURA, CA

MONTHLY \$5,000

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