



Epochhomes
fine custom modular homes

**PRODUCT
MANUAL**

**SECTION F
STAIRS AND RAILS**

COLONIAL WOODWORKING



Introduction

Welcome to the Epoch Homes Product Manual. In it you will find many of the products you can select for your custom Epoch Home. Epoch Homes offers the widest selection of product choices for your custom home.

Epoch has always been recognized for the quality of the products we use in construction, as well as the care and detail with which we build every single home, be it a 900 square foot cottage or 15,000 square foot Modular Mansion. Our homes feature such high quality products as Andersen or Pella windows, Moen faucets, and Yorktown cabinets in hickory, maple, or oak. We use all plywood sheathing and subfloors, and foil backed sheetrock for added energy efficiency.

Throughout the Product Manual, product relative value is indicated by a three star system. You might find it helpful to think of the stars as representing an indication of good, better, and best, with 1 star representing good items, 2 stars representing better, and 3 stars representing best. As you probably are aware by now, Epoch Homes are fully custom homes and we want you to be able to select the items and designs that best fit your needs and desires. Simply as a place to start, Epoch includes Prestige products for our standard product selections. These Prestige products are included among the 2 star offerings. With so much selection, it is difficult to generalize, but alternate 2 star selections tend to have a minor price adjustment, 1 star items tend to have a more meaningful downward adjustment, and 3 star items tend to have an upward and sometimes significant upward price adjustment.

When the first modular homes factories started, most products used were inventoried. This system meant there was little flexibility for the customer. They had to choose from one or two colors of carpet and countertops, and only one brand of window, etc. Inventorying items also ties up capital and increases the final cost to consumers. Every house we build now is a custom order. This requires that customers make all their product and color choices no later than 4 weeks prior to production. We discourage changes after this point, because items will not make it on time to be included in the house. Remember, most houses only take five to ten business days to build once they go on line.

In making the selection of products offered here, Epoch has negotiated certain terms and conditions with our suppliers. To capitalize on the efficiencies of a production environment, our suppliers have agreed to inventory many items listed in our Product Manual. We also negotiate better prices whenever possible so we can pass those savings onto our customers. In addition, Epoch makes every effort to accommodate special orders, whenever practical. If a customer wants something not in the Product Manual, it needs to be evaluated to see if:

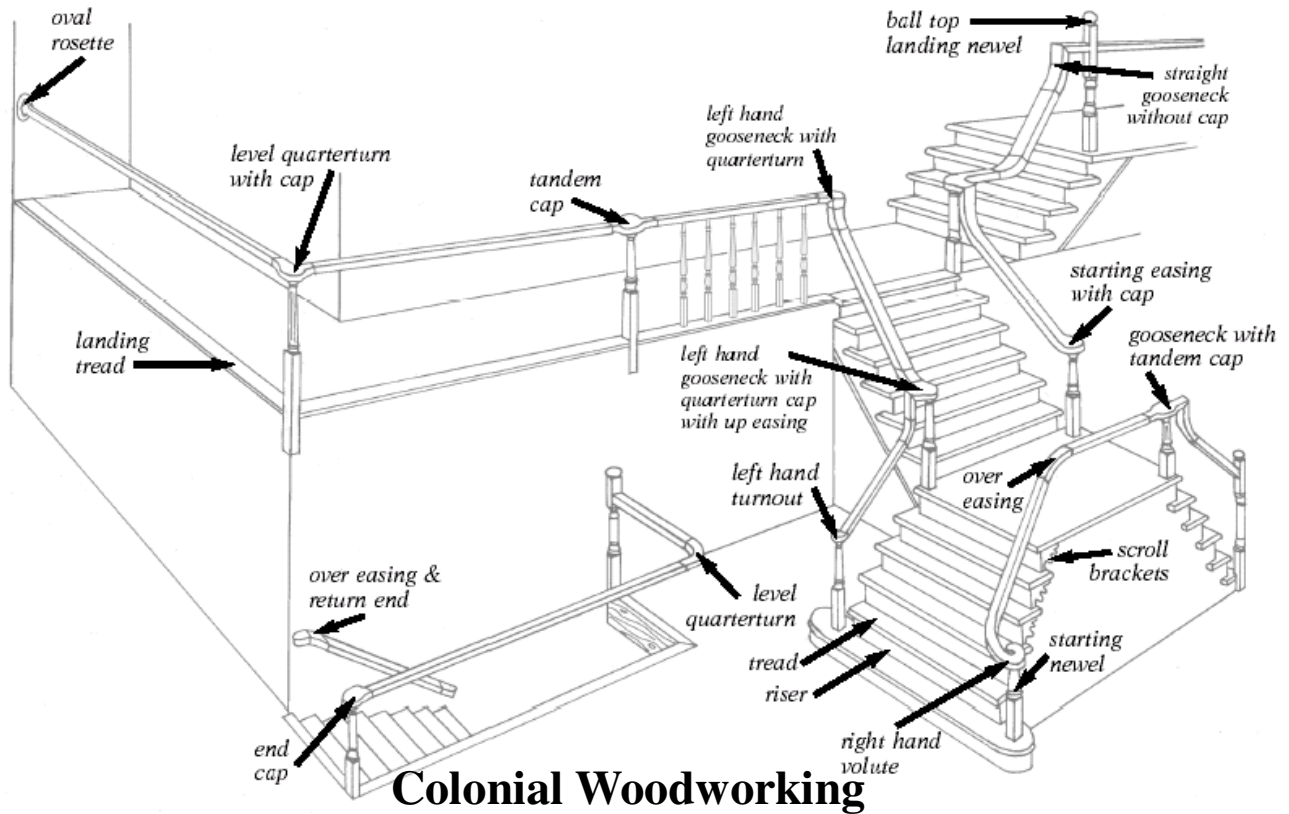
1. It is an item we feel comfortable in installing (sorry, as custom as we are, we can't put an Italian Marble fountain in the foyer)
2. It is feasible to get the product in a reasonable time before the house is to go on line
3. What are the consequences if it arrives broken (can we get another one in a timely manner? Will it hold up the production line?)
4. It is compatible with our building system (some items such as ductwork just cannot be installed in the factory)

Sometimes, when an item does not meet the above criteria, we will suggest deleting it from the factory order and having the builder install it on site. If it requires certain factory prep items, such as a framed opening or specific electrical circuitry, often Epoch can accommodate those things.

The bottom line is that the more our customers stick with the vast array of products offered in this catalog, the more they benefit from the efficiencies of the systems built home. In any case, Epoch believes that your home is the most important investment of your life, and we will make every effort to build you a home that reflects your lifestyle and budget.



Traditional Applications



Colonial Woodworking



SIGNATURE SERIES

Epoch Corp. reserves the right to substitute products of equal or greater value to meet production requirements



DESIGNER SERIES

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TRADITIONAL SERIES



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CLASSIC SERIES



HAMPTON SERIES



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CONTEMPORARY SERIES



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