McBride & Son Homes Affirms Status as Innovative Market Leader, Supported by MiTek Processes and Software

Missouri’s Largest Home Builder Masters Homebuyer Options, as It Builds With Continuous Profitable Improvement

CHESTERFIELD, MO – September 12, 2018 – MiTek USA today announced that McBride & Son Homes, already a customer of a wide range of MiTek building products, has affirmed its market leader status with the implementation of MiTek’s SAPHIRE® Build software solution. (Read the full case study and watch a video at this link.)

McBride & Son Homes will start 900 homes in 2018, up from 742 in 2017, making the Company the 64th largest US home builder. McBride employs 225 people, a remarkably lean operation, with a ratio of just four 2018 housing starts for every employee. The Company is focused on starter to first-move-up homes, 2,200 to 3,000 square feet, and also has a luxury home division. With building operations in 30 distinct communities (and scattered lot in 20 more), McBride sells through as many as 60 model homes, with a new central design center under construction.

“We clearly needed processes, and software that supported those processes, while presenting a sales environment that invited buyers to upgrade the home to their liking, using our options library. We found that solution in MiTek’s SAPHIRE Build,” said Jake Eilermann McBride’s Vice President Architecture, Design Studio, and Purchasing.
“We also use SAPPHIRE Build for a new approach to the pricing of the base house and its options. We carry around 40 base plans, and we have created bills of material (BOMs) for everything that goes into these base models. SAPPHIRE Build has a system where we can associate real-time vendor pricing with each item, so the base prices are set,” added Jeff Kackley, McBride’s Vice President of Operations.

SAPPHIRE Build is just one module of MiTek’s SAPPHIRE suite of solutions. SAPPHIRE can be used by multiple players in the supply chain, from the builder who can access SAPPHIRE Viewer to collaborate on 3D BIM images of homes, to the lumber dealer, who can use SAPPHIRE Supply to collaborate with builders, trades, and others, and the Component Manufacturer (“CM”) who uses SAPPHIRE Structure to create the structural framing BIM to design the roof trusses and wall panels that McBride uses in their homes.

Today, with this recent implementation, McBride uses SAPPHIRE Build®, and the following modules: SAPPHIRE Build Workflow, SAPPHIRE Build Collaboration Portal, SAPPHIRE Build Production, SAPPHIRE Build Land Management, and SAPPHIRE Configurator Tool, as well as Microsoft Dynamics Accounting. Learn more: https://www.mitek-us.com/software/SAPPHIRE-Build/

About McBride & Son Homes

We are dedicated to delivering quality satisfaction. Long-term profitability depends on consistent customer satisfaction. We believe the delivery of a quality product and superior service must be supported by the highest ethical standards in every business transaction. Learn more: http://www.McBrideHomes.com/
About MiTek

MiTek is a diversified global supplier of software, engineered products, services, and equipment to the residential, commercial, and industrial, construction sectors. MiTek Industries’ passion for its associates’ well-being and its customers’ success is the company’s hallmark. A Berkshire Hathaway company (NYSE: BRK-A, NYSE: BRK-B) since 2001, MiTek has operations in more than 40 countries on six continents. Learn more: www.MiTek-us.com and www.MII.com.

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