



**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 SAPPHIRE® *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 SAPPHIRE *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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