Lifetime Achievement Award

ALLYN E. HARTH
Greg Harth of NARI Bucks-Mont Nominates…

Allyn E. Harth
Founder and CEO of Harth Builders
[1996 to Present]
CR, CKBR, CAPS, Visionary, Entrepreneur, Hypnotist
Over 64 years ago, after serving his country as a Marine and Veteran of the Korean War, Allyn Harth decided to make home building his life’s work.

Allyn has been a NARI member since 2004, serving on numerous committees at his local Bucks-Mont Chapter and encouraging his son to become NARI President. He has a lifetime of experience related to building, remodeling, sales, client service and innovation.

In 1996 after being forced to retire at the age of 65, Allyn incorporated Harth Builders, growing from a company of 1 working out of an upstairs bedroom, to a company of 83 employees with an annual revenue of $20 million.

This presentation outlines Allyn’s accomplishments, both in building & community service. A recipient of more than 150 design and service awards since his company inception, Allyn’s story is unique and deserving of NARI recognition of a Lifetime of Achievement!
Lifetime Accomplishments

- Military Service | United States Marine Corp
- Licensed Engineer
- Over-Achieving Building System Salesman
- Instructor of Panel & Modular Building Systems
- Instructor & Practitioner of Hypnotism
- Housing Developer
Lifetime Accomplishments

- Husband | Father | Grandfather
- Design-Build Entrepreneur
- Certified Remodeler
- Awarded Design-Builder
- Company Founder & CEO
- Author
Allyn served his country in the United States Marine Corps both in the Korean War and later as a Reserve Officer. Seen here in 1981 receiving his Warrant Officer’s Bars. Allyn lived a life of service, both to his Country, and to his Clients!
As an early Entrepreneur, Allyn performed at Military Bases and Community Events…also serving as Chief Hypnosis Instructor…

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AL-LYN
President, Indiana Chapter
Association for Advancement of Ethical Hypnosis
Chief Instructor, Nall School of Hypnosis

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Panel Building Systems

- Allyn’s first job was with Dalco American Enterprise in West Fargo, North Dakota.
- Modular building wasn’t new; bringing the concept to the masses was.
- Allyn seen here instructing future franchise owners on the attributes of panel building systems.
“Trusses were just coming out on the market. Builders and building inspectors were cautious about accepting and using them.

We set up a display about 4 feet off the ground out in front of our building creating a mini roof of 6 trusses with plywood sheathing adding numerous concrete blocks on top to show the structural strength of the trusses.

This impressed people and helped them realize this was less labor, less material, and a faster and stronger roof system than common rafters. We then started selling trusses to builders for their use in addition to our own manufacturing use.”

Quote: Allyn Harth
“I was doing so great at Dalco, that I bought a lot down at Detroit Lakes, built a cottage and bought a boat and motor for water skiing.

I also built a duplex in West Fargo that I rented half and lived in the other half.

A local women’s group held an annual tour of homes and heard about my bachelor pad. They wanted to include it in their Parade of Homes.

I heard it was the most popular home that was visited.”

Quote: Allyn Harth
Commendations

Panel Building Client Service Recognition

President
Scholz Homes, Inc.
2601 North Westwood
Toledo, Ohio 43607

December 21, 1973

Dear Sir:

Mr. Allyn Hartsh, Colonial Drive, Horsham, Penna., your Scholz Salesman/Representative in the Greater Philadelphia area deserves special commendation. He is a real asset to Scholz and a fine representative of the company. Through the earliest planning stages he has had many helpful suggestions. His patience with me, a compulsive perfectionist, and my many telephone calls has been monumental. In the rare occasion when he could not immediately answer my question he would check with Scholz, Toledo and return my call with a clear-cut answer. He was kind enough to spend several hours with me just in planning the kitchen cabinets. His friendliness has persisted even when I have changed my mind several times on the same item.

Scholz is fortunate to have a man of this caliber in its organization and it has been my pleasure to commend Mr. Hartsh and Scholz to all of the contractors, sub-contractors and friends who are potential buyers of Scholz Homes. When my home at 120 Rugby Place, Woodbury, New Jersey is completed I will be pleased to have Mr. Hartsh cite this address as an example of Scholz Homes. A great deal of credit to it's coming to fruition goes to Mr. Hartsh.

Sincerely yours,

George S. Weber, M.D.

GSW/jw
August 21, 1974

Mr. Allyn E. Harth
639 Colonial Drive
Horsham, PA 19044

Dear Allyn:

As I read Jim Lyons' Summer Newsletter this morning, I couldn't help but see your name listed among the top five performers of the sales force for the first seven months of 1974.

Please accept my hearty congratulations. I know it has taken a lot of dedicated effort to achieve your sales performance and want you to know that all of us here at Scholz appreciate the extra effort which you have given your sales activity.

Cordially,

O. A. Thomas, Jr.
President
National Association of Home Builders
SALES AND MARKETING COUNCIL

presents this award to

A. Harth

for having sold more than One Million Dollars
worth of new homes during
1976

and thereby qualifying for the

MILLION DOLLAR CIRCLE

John C. Hart
President, NAHB

Helen M. Wagner
Chairman, SMC
What to do when forced to retire…

- Notable Companies Started by People Over 50!
  - McDonalds
  - Kentucky Fried Chicken [KFC]
  - Home Depot
  - Harth Builders!
Harth Builders is Born…

- Allyn Harth “was forced to retire” at the age of 65.
- Harth Builders was born that very same year.
- First Incorporated as A.E. Harth, Inc. the Initial Home Office was the 2nd Floor of Allyn’s home in Springhouse, PA
First Projects…

Training in Panel Building Systems Provided a Strong Foundation for….

1. A 5,000 Square Foot Private Residence
2. A 3,500 Square Foot Private Residence with 5-Bay Garage
3. Hamilton Lakes Housing Development | Hamilton, New Jersey
From a Company of One…

Allyn grew Harth Builders to a staff of 4, including his engineer son, Greg, whom he convinced to return home from Colorado.

Space was limited in the upstairs bedroom; the company relocated to the Walk-Out Basement …until the adjacent creek flooded.
A severe storm flooded an adjacent creek bringing 4 feet of water into the walk-out basement home-office, along with 3 Snapping Turtles that had to be relocated!
Branding…

➢ Allyn understands the power of branding…

“Building on a Lifetime of Experience, became …. “Building on Generations of Experience” when Greg Harth joined the team!
Over 150 Awards…

“Harth’s BuildZoom score of 115 ranks them in the top 2% of Licensed Contractors…”
Highlight

2004 | Allyn Harth Awarded Remodeling Trade Magazine’s Prestigious Big 50 Award Recognizing Excellence and Leadership.

Harth Builders was awarded Remodeling Magazine’s Big 50 2004 Award for “Sales & Marketing”. This prestigious award by Remodeling Trade magazine recognizes excellence and leadership, and the companies who belong to this select group set an example for the rest of the remodeling industry.

Harth Builders, founded in 1996, is an award-winning company located at 1 Mill Race, Spring House, PA. 215-654-0364. The company, founded by Allyn Harth, is managed by Allyn and his son, Greg. Harth Builders is a member of NARI, National Institute of Fire Restoration, Institute of Inspection and Cleaning and Restoration and Residential Warranty Corp. For more information visit www.harshbuilders.com.
January 25, 2016

Harth Builders Named Best Home Remodeling Firm in Multiple Categories

We are excited to share that Harth Builders was recognized with three remodeling industry awards. We were honored to be named one of House & Home Magazine's 2015 Best Home Improvement Companies in two categories: Best New Home Builder, and Best Independent Living Contractor. And, for the fourth consecutive year, Harth Builders received Best of Houzz honors for Design.
Given to only 4% of Houzz professionals!
Our engagement with Harth Builders started with meetings between Alyn and Greg (Father - founder and Son). We were immediately impressed with their work history, their client focus and getting to understand the real utilization of the build project, their respect for job cleanliness, their design/build approach, and their two year warranty - were the main reasons why we selected them. Although our project advanced in scope, we have been more than pleased with their work performed, their commitment to the job (daily on-site management), and the final project that we enjoy living in today.

Harth Builders is the epitome of a family business. Their attention to detail and creativity is critical to their success and it is only natural that they have garnered the success they’ve had because of their professionalism and design ability. One only has to look at their extensive list of awards to know that Harth Builders is truly a premier, professional company. And they couldn't be nicer!

We provide custom window treatments for some of Harth builders clients. Just recently one of their clients purchased Hunter Douglas plantation shutters. Our installer measured the window and found it perfectly plumb and square. This allowed us to do an installation we typically don't do. A direct hinged installation. The client was thrilled and we were not surprised at the quality of work from Harth builders. Since custom window treatments are typically the last thing on the project we get to hear how the project went for the client. It never fails, the clients love Harth builders and are thrilled with the end result.
Allyn’s ‘Harth Builders’ has achieved over 50 CotY Awards...

FROM:
- 2004 CotY | Contractor of the Year
- 2005 NARI Professional Achievement Award

TO:
- 2008 CotY | Residential Kitchen over $100,000
- 2008 CotY | Residential Interior over $100,000

TO:
- 2014 CotY | Whole House over $1,000,000
- 2015 CotY | Residential Interior over $150,000
- 2016 CotY | Basement over $100,000

2017 National Award
TO:
- 2017 CotY | National - Commercial Exterior
- 2018 CotY | National – Residential Interior over $150,000
- 2018 CotY | Residential Interior over $150,000
- 2019 CotY | Residential Detached Structure
- 2020 CotY | Residential Kitchen $30,000 - $60,000

TO:
- 2021 CotY | Residential Detached Structure
- 2021 CotY | Residential Interior under $100,000
- 2022 CotY | Residential Addition $100,000-$250,000
- 2022 CotY | Residential Interior $250,000 - $500,000
Since Harth Builders inception, Allyn has strived to give back to the community that his company has served from 1996 to 2022....
A Lifetime of Achievement for Allyn Harth means making use of all the time you have been given.

‘Stories from the Hearth’ due out in 2023 and available on Amazon, is Allyn’s most recent endeavor.

The cover features one of his 4 grand-children.

After a “Lifetime” of achievement, there is much to talk about and share!
Summary

A thirty-page pdf will never do justice to the extent of work and experience that Allyn Harth has achieved and shared with the building industry.

From growing up in the depression to envisioning and creating a company of 83 [and counting] employees when he “retired”; from the numerous building, design, and service awards he received; to his continued ambition and willingness to share with others.

Greg Harth, of Harth Builders is proud to nominate his father for NARI’s Lifetime Achievement Award.

Thank you for your consideration!
…A Lifetime of Achievement!