



----- Paul P. Posin -----

FIRM: Arbor Homes, Waterbury, Conn.
BORN: Waterbury, Conn. 1920
EDUCATION: University of Conn.

After serving, 1942-1946, in Africa and Italy for the U.S. Army, Paul joined his brother Sidney in the real estate business. Sid had been selling homes since 1940 and also handled insurance. Paul was more interested in the commercial end of the business. In 1949 Louis Posin joined the firm; and in 1954 the three brothers, with Paul as president, opened Arbor Homes in Woodbury, Conn. for the purpose of manufacturing and marketing sectionalized homes.

"The beginning was a difficult education. Most people wouldn't accept a pre-manufactured home, especially builders. Today, very few won't accept them. Today the pre-manufactured home is a quality product that not only saves time, but money."

Arbor moved into the country's most highly automated house manufacturing plant in Waterbury in 1962. It was designed especially for Arbor, the fourth largest home manufacturer in the nation.

"We market in New England and the middle Atlantic states through franchised dealers, most of whom are Realtors. We also build apartments and medical buildings. Our first apartment (17 units in New Milford 10 years ago) was the first ever constructed by this method. Although we only market in 10 states, our top competitors market in at least two-thirds of the country."

Paul has recently become interested in an Arbor Steel Building for commercial and industrial developments. Last year the firm sold 700 homes (despite the tight money situation). The future of the firm will include the steel building, more apartment units and a structure designed exclusively for the young American. "By 1970, 50% of the population will be under 25 years old. We are interested in appealing to this market in housing."

Paul resides in Waterbury with his wife and three children. He is a Realtor, member of the Home Builders and was recently elected president of the National Association of Home Manufacturers. In his spare time he enjoys public speaking and golf.