



***Strategies
for a Soft Market
or
Who Moved the Cheese?***

HISTORY LESSON



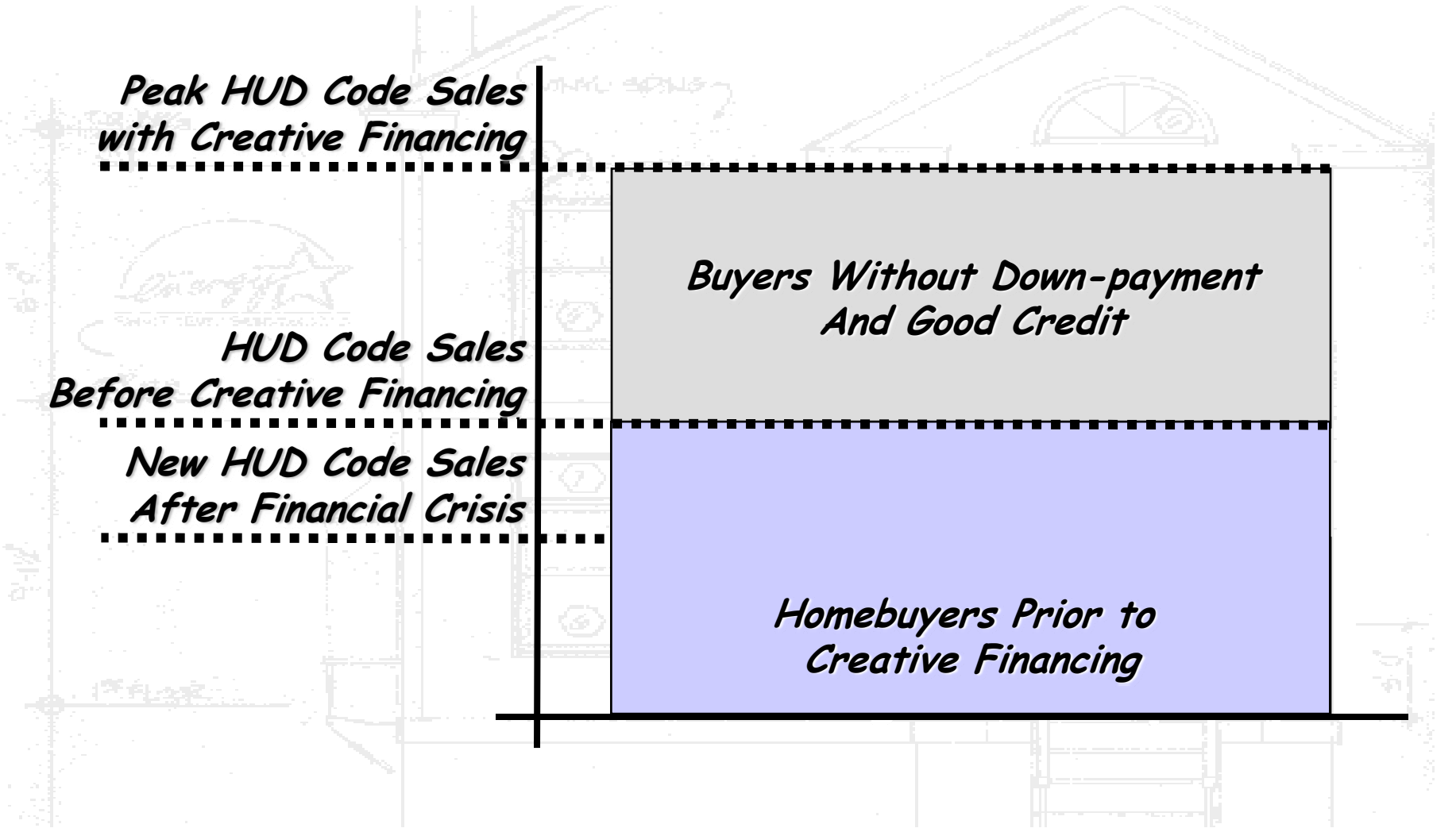
*Peak HUD Code Sales
with Creative Financing*

*Buyers Without Down-payment
And Good Credit*

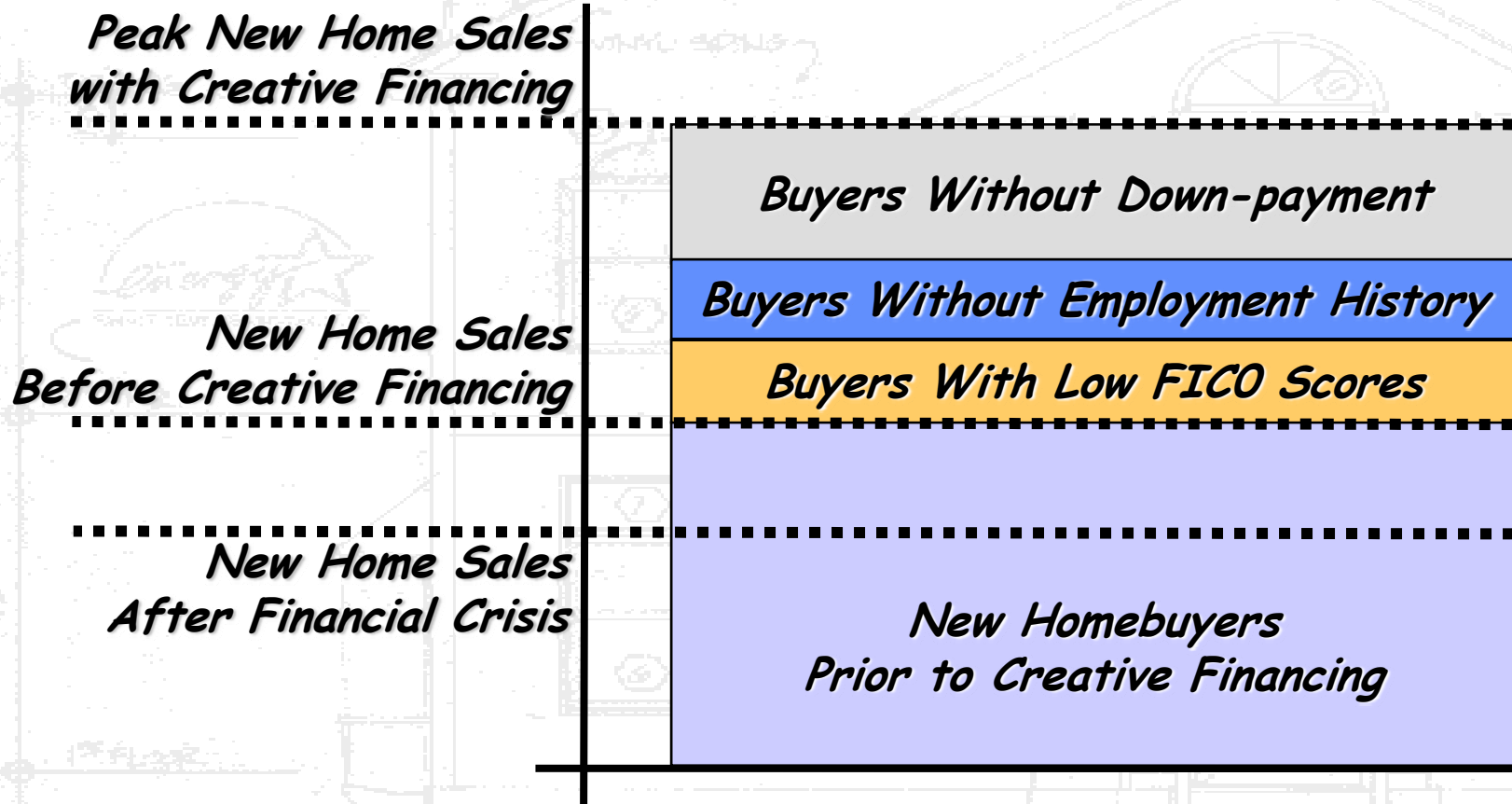
*HUD Code Sales
Before Creative Financing*

*New HUD Code Sales
After Financial Crisis*

*Homebuyers Prior to
Creative Financing*



HISTORY REPEATS ITSELF...



FIRST SOME NUMBERS...



● **11** + million

● **1** + million

● **12** + million (1/5)

More Competition for Less Buyers:

- *Massive Fire Sale*
- *Less Credit-Qualified Buyers*
- *Consumer Search for Bottom Delays*
- *Unemployment Crisis*
- *Ripple Effects Throughout Economy*

Consumer Preference Changes:

- *Smaller Homes*
- *Energy Efficiency*
- *Rental Housing*
- *Urban Living*

WHAT BUILDERS NEED...



*Compelling value proposition
addressing new realities...*

to avoid merely competing on price...

and making endless buyer concessions.



Strategy #1

*Tap into growing demand
for energy efficiency*

A blue and grey gas price sign for Shell Self Serve. The sign features a red and white Shell logo at the top. Below the logo, the word "Gasoline" is written in white on a blue background, and "Self Serve" is written in white on a grey background. The sign lists three fuel grades: Regular Unleaded at 1.95 9/10, Plus Unleaded at 205 9/10, and Supreme Unleaded at 215 9/10. At the bottom of the sign, it says "24 Hours" in white on a grey background.

Gasoline	Self Serve
REGULAR UNLEADED	1.95 $\frac{9}{10}$
PLUS UNLEADED	205 $\frac{9}{10}$
SUPREME UNLEADED	215 $\frac{9}{10}$

24 Hours



Small Cars in Focus As Gas Prices Rise

By MATT MOORE

The Associated Press
Tuesday, September
13, 2005; 11:52 AM

Power Information Network expects the number of compacts and sub-compacts on the U.S. market grow to grow from 33 this year to 40 in 2010.



THRESHOLD OF PAIN IN ACTION



Wal-Mart Aims to Sell 100 Million Efficient Light Bulbs in 2007

December 20, 2006

Wal-Mart Stores, Inc. announced in late November that it has set a goal of selling 100 million compact fluorescent lamps (CFLs) at its Wal-Mart and Sam's Club stores by the end of 2007. CFLs can replace conventional incandescent bulbs in most light fixtures, using about 75 percent less electricity and generally lasting much longer than incandescent bulbs. The twisted spiral shape of modern CFLs allows them to fit into fixtures for which earlier CFLs were too big, and although CFLs have always paid for themselves many times over in energy savings, the dropping prices on CFLs are making their up-front costs more palatable for consumers. Wal-Mart plans to achieve its 2007 goal through marketing promotions and in-store displays. The company estimates that selling 100 million CFLs will save its



The twisted spiral shape of many of today's compact fluorescent lamps allows them to easily replace incandescent bulbs in most lighting fixtures.

Real Estate

Ten Recession-Proof Home Improvements

Matt Woolsey, 04.04.08, 6:00 PM ET



“Energy efficient features and cosmetic upgrades top the list of best remodels for the buck.”



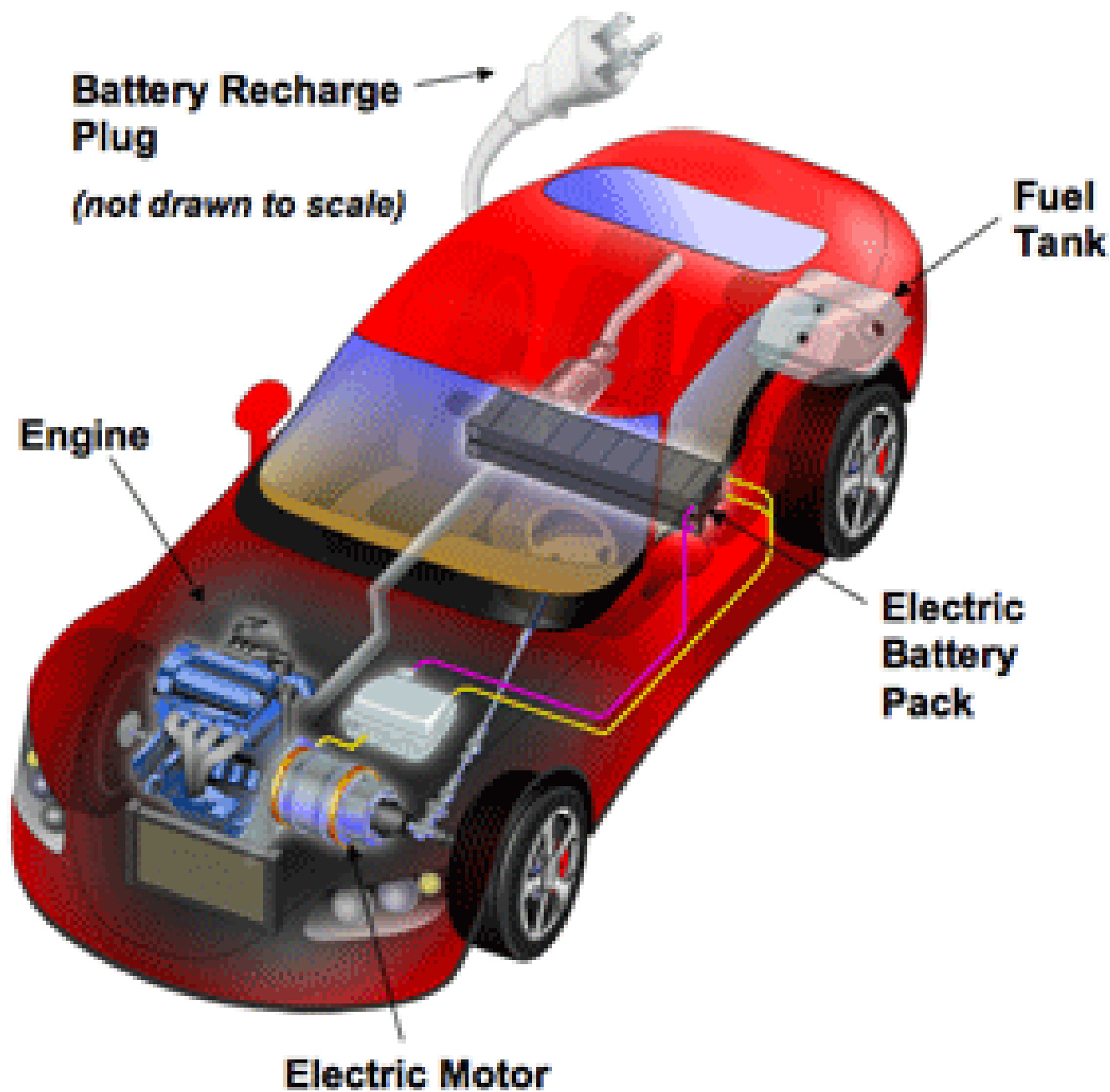
UNITED STATES



"One of the most dangerous weapons in the world today is the price of oil. We ship nearly \$700 million a day to unstable or hostile nations for their oil.....It takes leverage away from America and shifts it to dictators."

Barrack Obama, July 15, 2008 Speech on Iraq

How a Plug-In Hybrid Works





100+ MPG

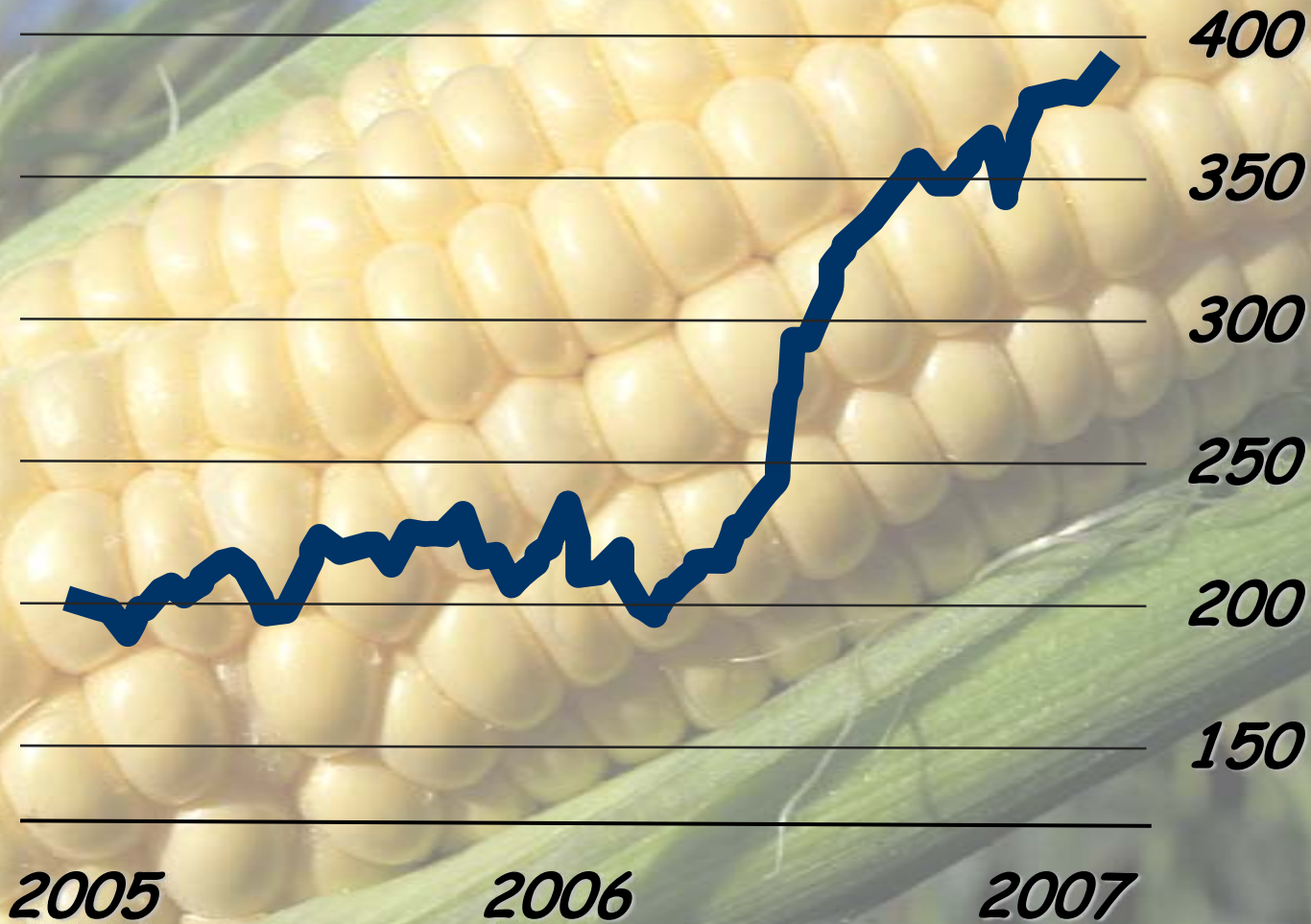
CALCARB.ORG

PLUG IN
CALCARB.ORG

THIS PLUG-IN HYBRID GETS 100+ MPG

High as an Elephant's Eye

US Corn Price Cents per Bushel



Source: Thomson Datastream

Likely Scenario:

\$. 40+ /kWh

Electricity

Price jolt: Electricity bills going up, up, up



By [Paul Davidson](#), USA TODAY

Here's a shocker: Electricity bills are heading up. Way up.

Utilities across the USA are raising power prices up to 29%, mostly to pay for soaring fuel costs, but also to build new plants and refurbish an aging power grid.

Even more dramatic rate increases are ahead. The mounting electric bills will further squeeze households struggling with spiraling gasoline prices.

Here's a shocker: Electricity bills are heading up. Way up.

WHERE WE ARE AT CURRENT PRICES...



One recent survey found...

85%+ *of Americans would
choose one home over another based
on energy efficiency.*

Shelton Group 2007

TAP INTO GROWING DEMAND FOR ENERGY EFFICIENCY
ENERGY STAR SOLUTION...



The national, US government-backed

symbol for
cost-effective

energy efficiency

while assuring same  or better performance

TAP INTO GROWING DEMAND FOR ENERGY EFFICIENCY
ENERGY STAR SOLUTION...



~70% *awareness*

35%+ *knowingly purchased*

70%+ *influenced purchase decision*

2007 CEE National Survey

TAP INTO GROWING DEMAND FOR ENERGY EFFICIENCY ENERGY STAR SOLUTION...



Awareness

Relevance

Differential
Value

Satisfaction

Loyalty

70+%

*household
recognition*

65+%

*that recognized
ENERGY STAR
feel helps
protect the
environment
for future
generations.*

55+%

*agree buying
ENERGY
STAR makes
them feel
contributing
to society.*

75%

*agree that "the
ENERGY STAR
label indicates
superior energy
performance
compared to
products
without label.*

80%

*of knowing
purchasers
would likely
recommend
ENERGY
STAR to a
friend.*

TAP INTO GROWING DEMAND FOR ENERGY EFFICIENCY
WHAT IS ENERGY STAR FOR HOMES?

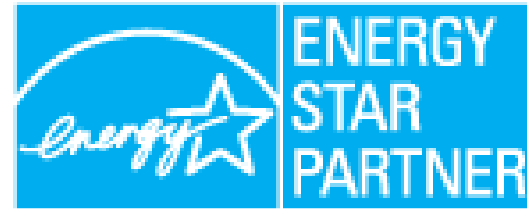


- ***Voluntary***
Compelling Value Proposition
- ***Defines Energy Efficient***
Rigorous Specifications
Third-Party Verified
- ***Builder Recognition***
Government-Backed Label
Web Site, Marketing, Awards

TAP INTO GROWING DEMAND FOR ENERGY EFFICIENCY ENERGY STAR LOGOS



Certification Mark



***Partnership
Mark***

TAP INTO GROWING DEMAND FOR ENERGY EFFICIENCY MARKETING WITH LOGO



TAP INTO GROWING DEMAND FOR ENERGY EFFICIENCY AWARDS



LEARN MORE AT
energystar.gov

THANK YOU!

Perry Homes, a Joint Venture,

Thank you for your continued partnership with ENERGY STAR. By building ENERGY STAR qualified homes, your company is doing its part to help protect the environment while offering consumers new homes that are more comfortable and save money on utility bills.

Our records indicate that your company built a total of:

1859

ENERGY STAR Qualified Homes in 2007*

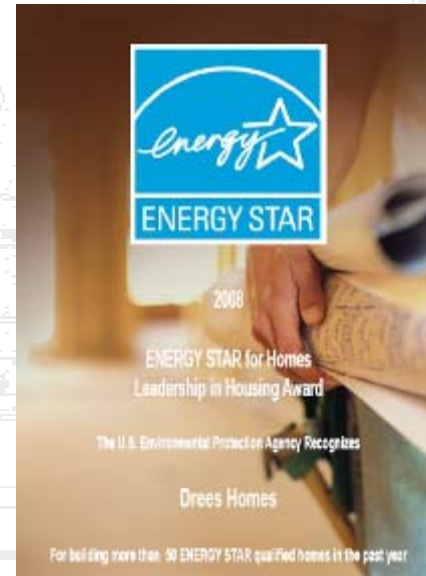
This is equivalent to:

- Eliminating the emissions from 1,301.30 vehicles
- Saving 713,856 lbs of coal
- Planting 185.90 acres of trees
- Saving homeowners \$830,973 on their utility bills

We thank you for the important contribution that your organization has made to energy-efficient construction and environmental protection.

Based on the number of qualified homes built last year, we are pleased to inform you that your company had qualified for the **ENERGY STAR for Homes Leadership in Housing Award** for your accomplishment. You can expect to receive your award in the mail in the coming weeks.

* Your ENERGY STAR Qualified Homes are reported quarterly to EPA by your Home Energy Rating Provider. If you believe that the reported number of homes is not correct, please contact your Provider directly.



TAP INTO GROWING DEMAND FOR ENERGY EFFICIENCY ENERGY STAR WEB SITE



PROTECT OUR ENVIRONMENT FOR FUTURE GENERATIONS
U.S. Environmental Protection Agency • U.S. Department of Energy

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- Commercial Building Design
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- Take A Tour Behind the Walls
- Explore Qualified New Homes >
- Find an ENERGY STAR Builder
- ENERGY STAR New Home Features
- Benefits for Homeowners
- For Residential Professionals

GO TO PARTNER RESOURCES ▶

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1040 Tax Credits Under the Energy Bill

Take the ENERGY STAR Change A Light Pledge

ENERGY STAR PODCAST ENERGY STAR Podcast

10 Million Visitors/Year



Strategy #2

Provide badge of honor



REAL COST OF NET ZERO HOMES



Revenue:

$2 \text{ kW} \times 5 \text{ hr./day} =$

10 kWh/day

$\times 30 \text{ day/mo.} =$

300/kWh/month

$\times \$0.13/\text{kWh} =$

\$40/month

Cost:

$2 \text{ kW} \times \$8,000/\text{kW} =$

\$16,000

at 5% mortgage =

\$90/month

Plus Insurance/Maint.:

\$10-20/month?

BADGE OF HONOR: PV HOMES



Figure 1. Premier Gardens ZEH Community 95 Zero Energy Homes with 2 kW Solar Systems

BADGE OF HONOR: CARS



ENERGY STAR



BADGE OF HONOR: CARS



ENERGY STAR






LET



PROVIDE BADGE OF HONOR ENERGY STAR SOLUTION...



 AN ENERGY STAR[®]
QUALIFIED HOME

Address:
**9722 Main Street
Green Springs, CO 80935**

Built by:
Smaller Homes

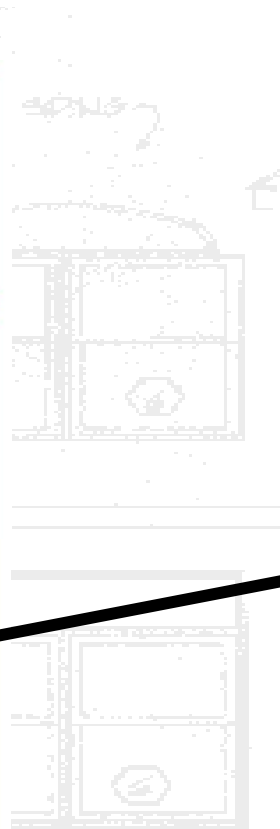
Verified by:
Energy Wise, LLC

Date:
May 3, 2006

Optional information:
HERS INDEX - 80

This home has been independently verified through an EPA-approved sampling protocol to meet ENERGY STAR's strict guidelines for energy efficiency. Each ENERGY STAR qualified home can keep 4,500 lbs of greenhouse gases out of our air each year.

www.energystar.gov



PROVIDE BADGE OF HONOR ENERGY STAR SOLUTION...



ENERGY STAR





Strategy #3

Make competition obsolete



Low Cost Infrared Cameras:

 [Print](#)

FLIR ThermaCAM BCAM SD Infrared Thermal Imaging Camera

Get more of everything with the feature-rich ThermaCAM BCAM SD IR Thermal Imaging Camera from FLIR!

Item #: 148328
Manufacturer: FLIR Systems
Manufacturer Item #: BCAM SD

New Lower Price

In Stock **Free Shipping** **Our Guarantee**

List Price: \$6,750.00
Discount: **-\$1,755.00**

Buy Now

[Write a Review](#)



Your Price:
\$4,995.00

[Product Details](#)

[Accessories](#)

[Reviews \(0\)](#)

Features & Applications:

The BCAM -SD® infrared camera offers a non-invasive means of monitoring and diagnosing the conditions of buildings by providing immediate high-resolution thermal imagery, revealing potential structural and moisture issues, energy efficiency and even rodent or pest discovery. Now available with Thermal Image Post Processing and Automatic Update Capabilities!

The new and improved SD model of the BCAM gives you more image storage, more image quality and more post-processing capabilities! [See the comparison of the BCam and BCam SD infrared images](#)

Features:

- Stores 1,000 Radiometric JPEG Images
- Razor-Sharp, Thermal Image Quality
- Long, 7 Hour Battery Life
- Ultra-Portable - Weighs Just 1.2 lbs

 [VIEW SAMPLE VIDEO](#)

LOW
(dial-up)

HIGH
(dsl, cable)

If you have problems seeing the clips, download the latest version of Windows Media Player by clicking on the icon to the right.



FINANCING AVAILABLE

12 Month LOW Interest

\$0 for 60 Days

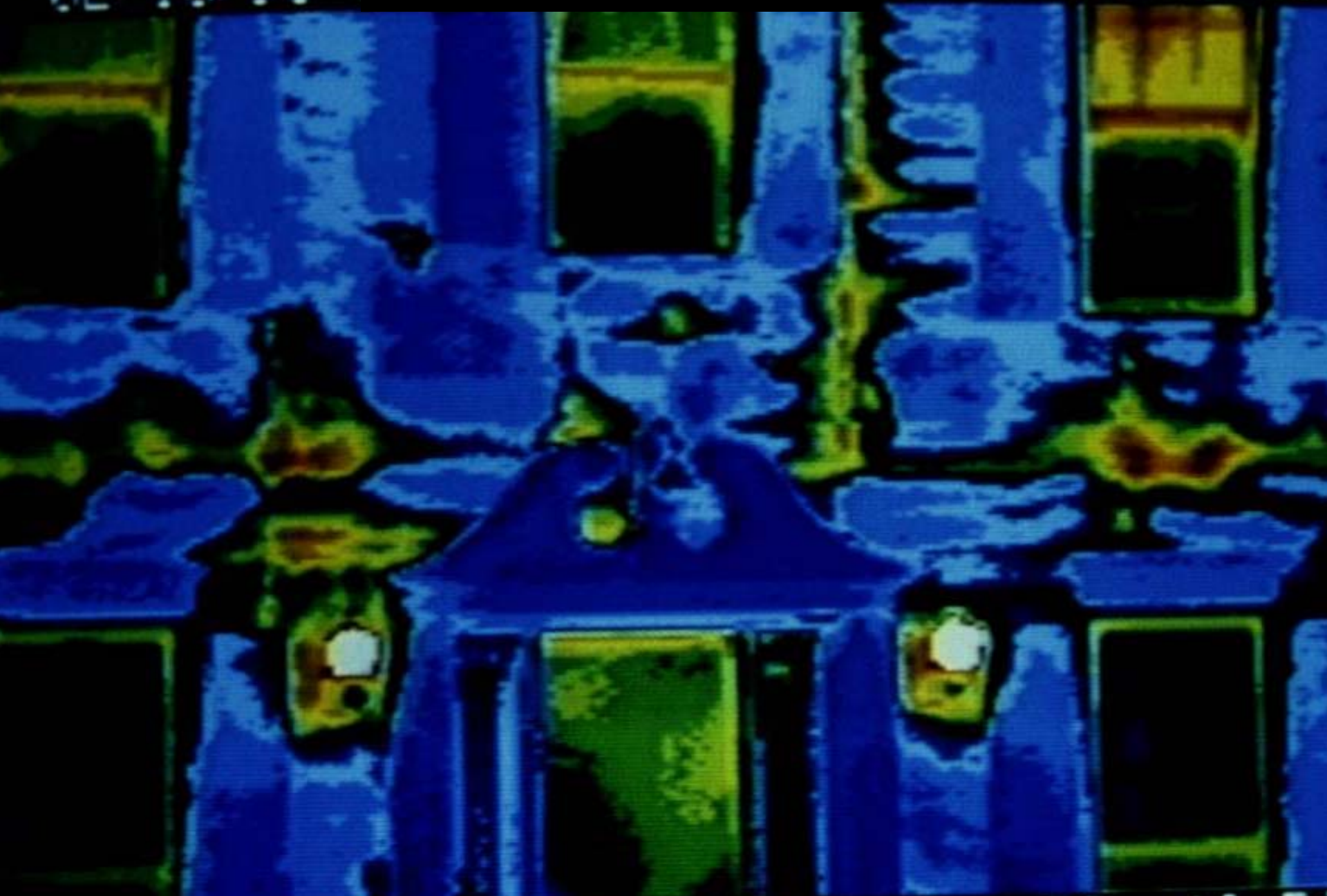
Defects Invisible



02/15/93

Defects Visible

08 BB 20 41 59

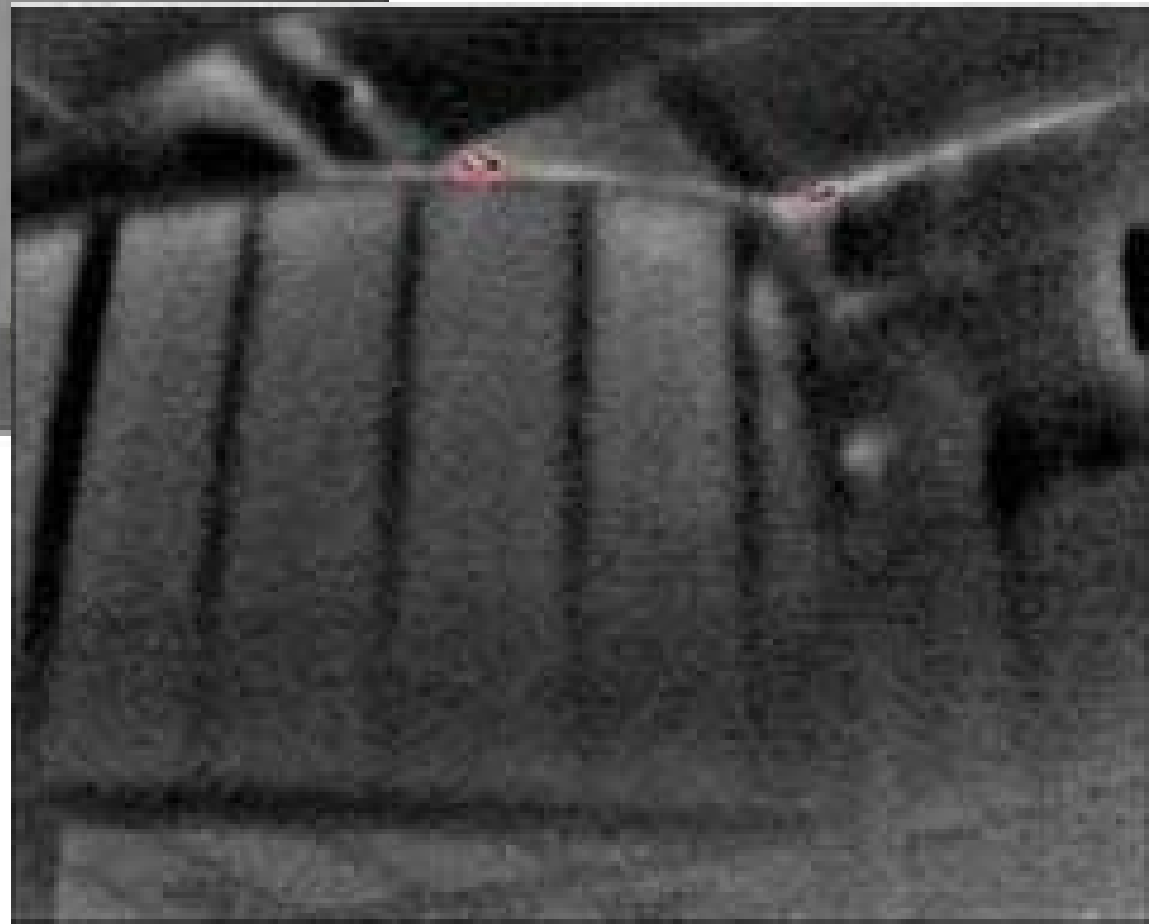


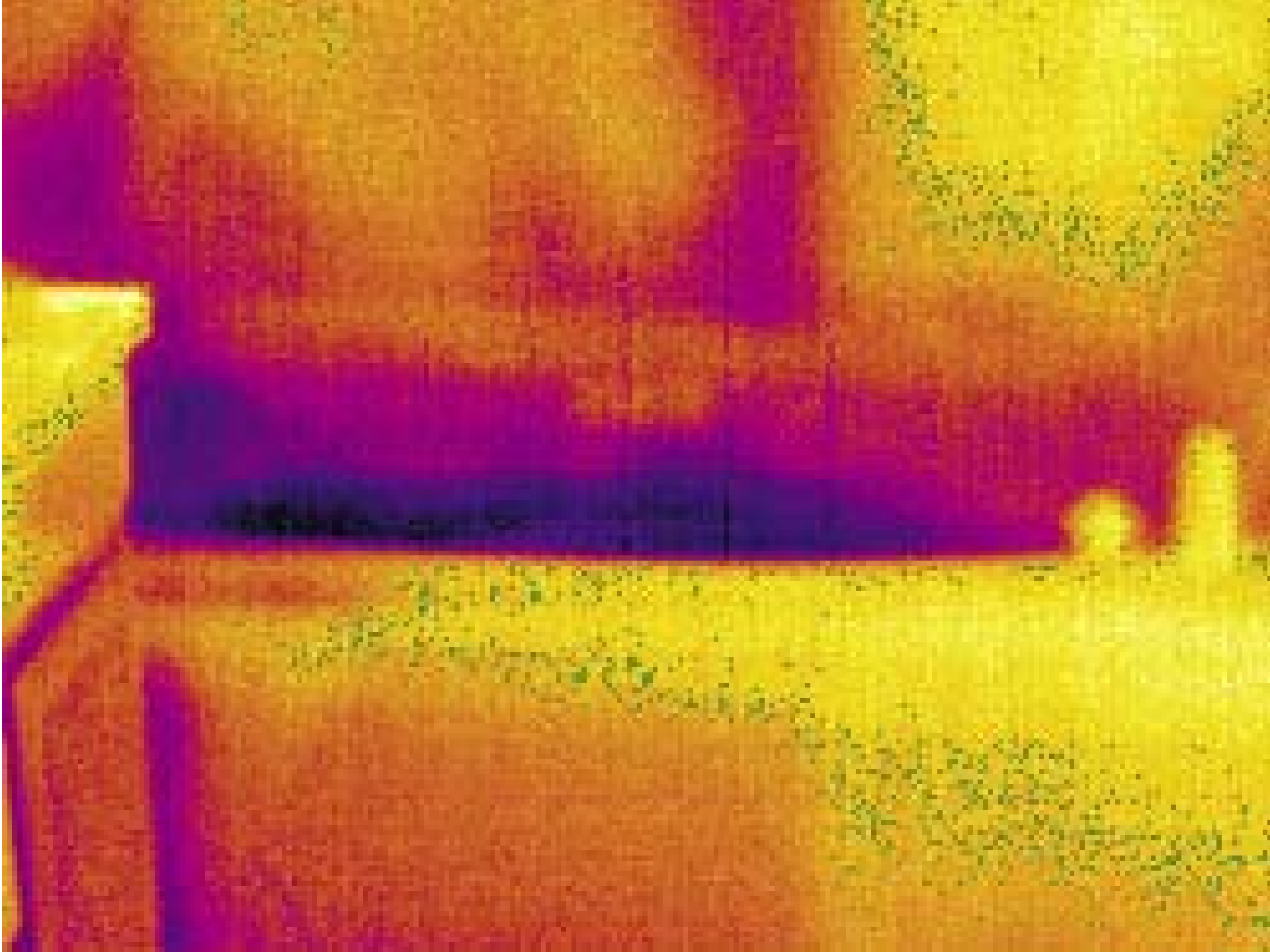
Used Homes = Obsolete Competition

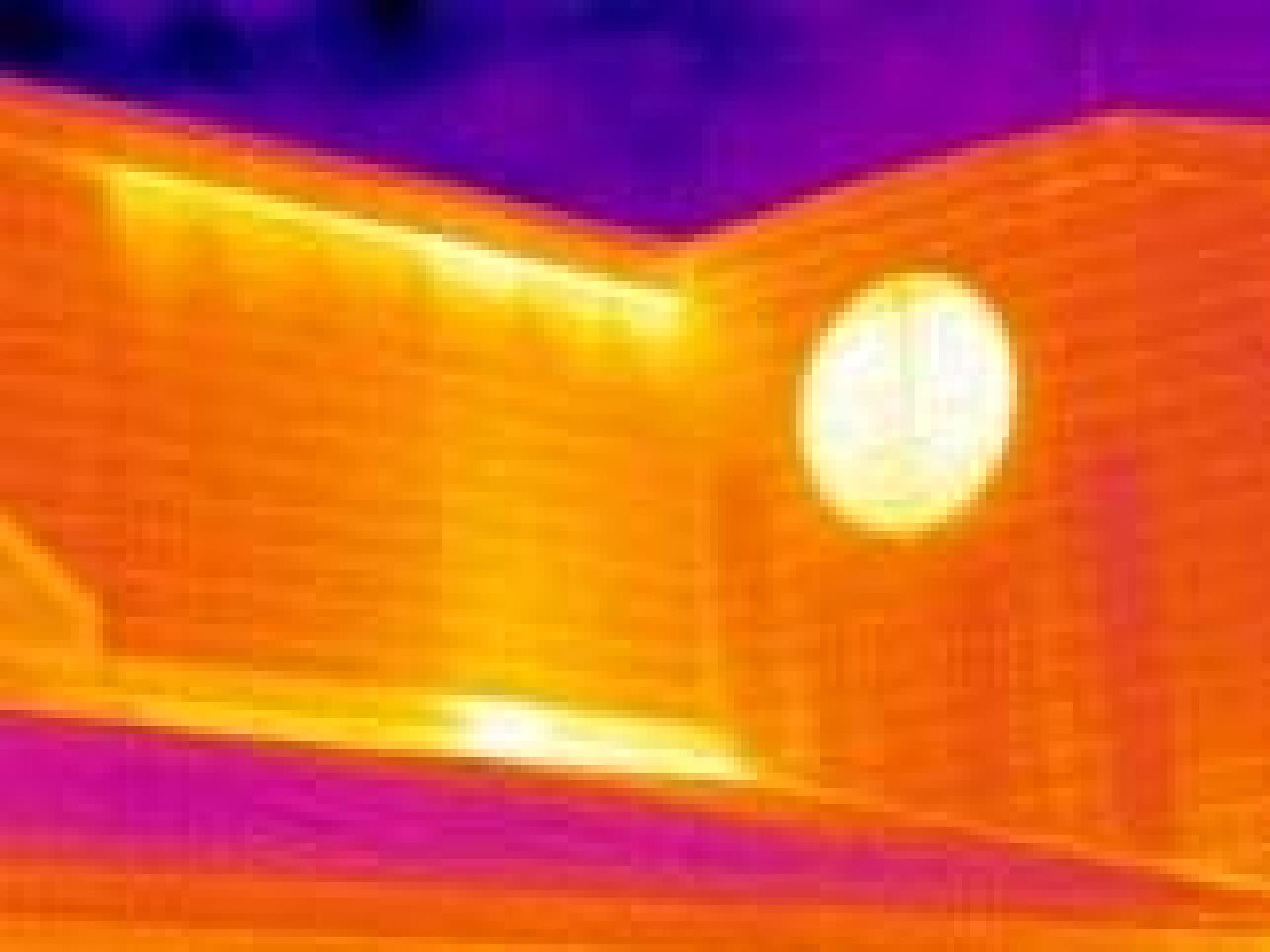


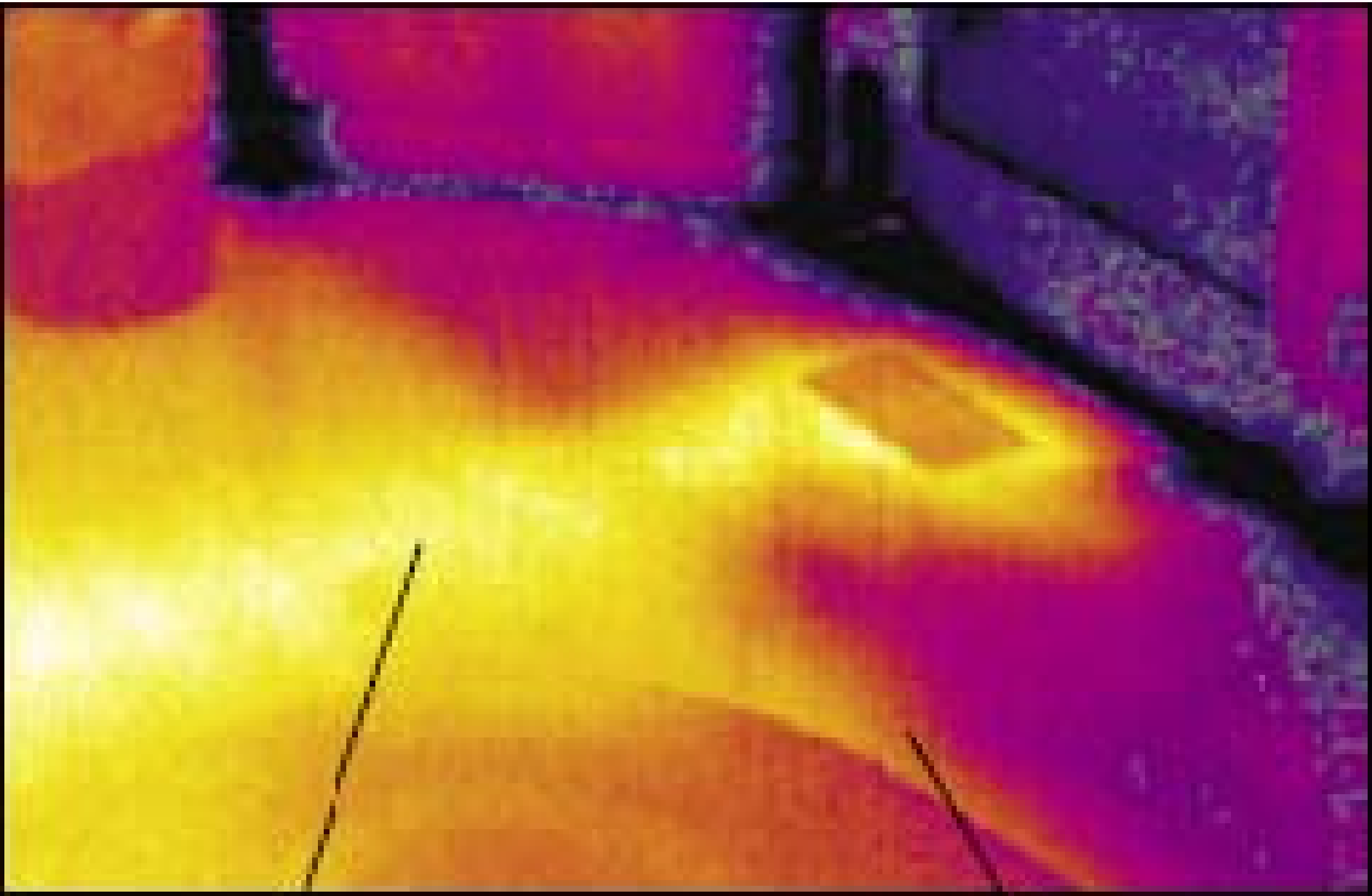
New Homes = Obsolete Competition



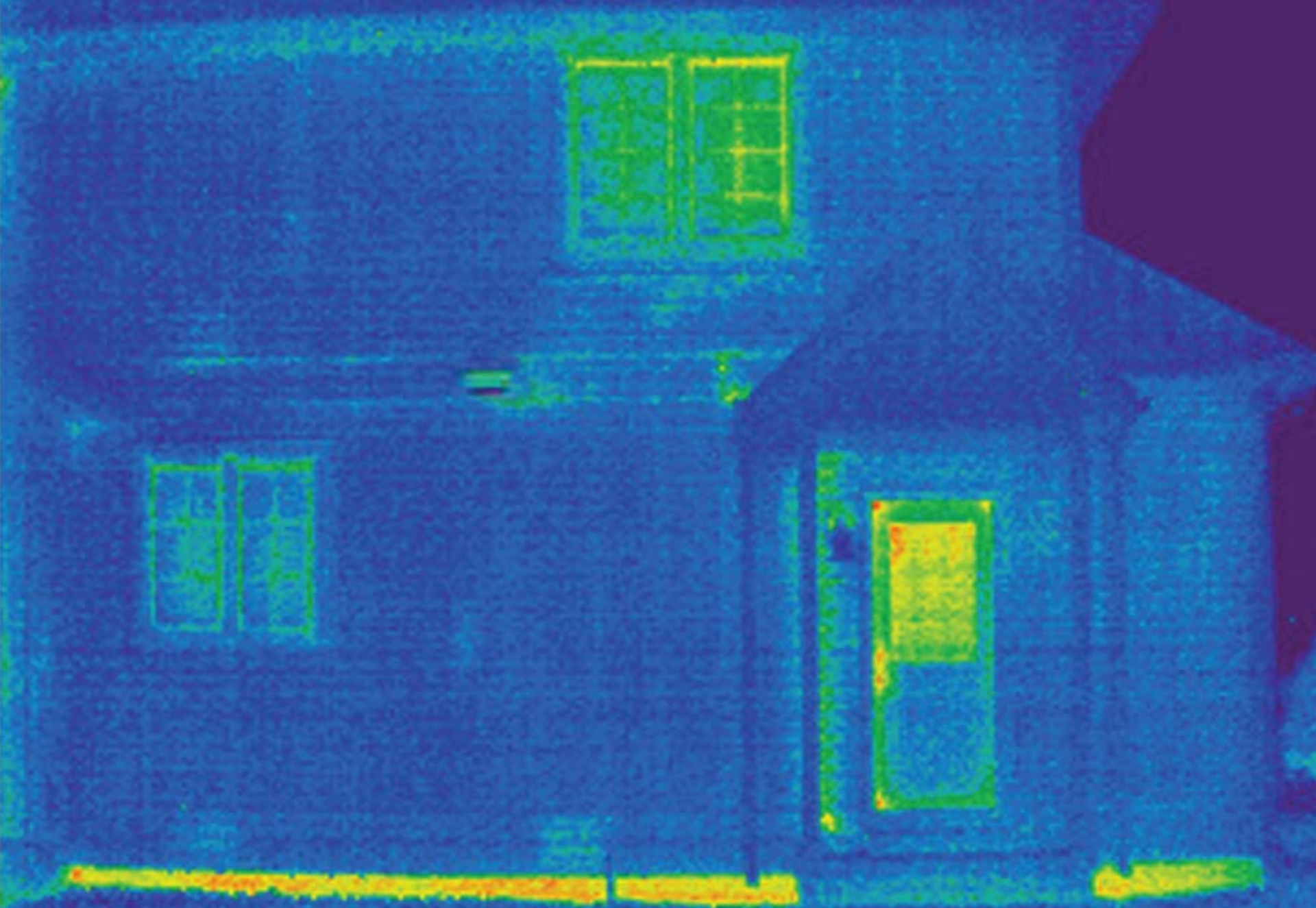








Courtesy of Fort Collins Utilities



Courtesy: Tremco Barrier Solutions, Inc.

A FEW QUESTIONS...



Which home has visibly better quality?
How much more will buyers pay?
How much would you pay?



ENERGY STAR Qualified Homes

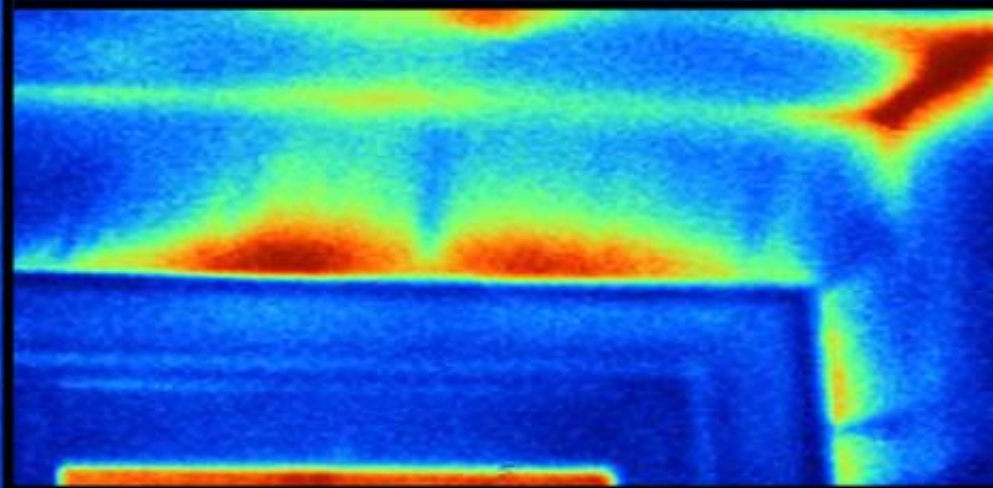
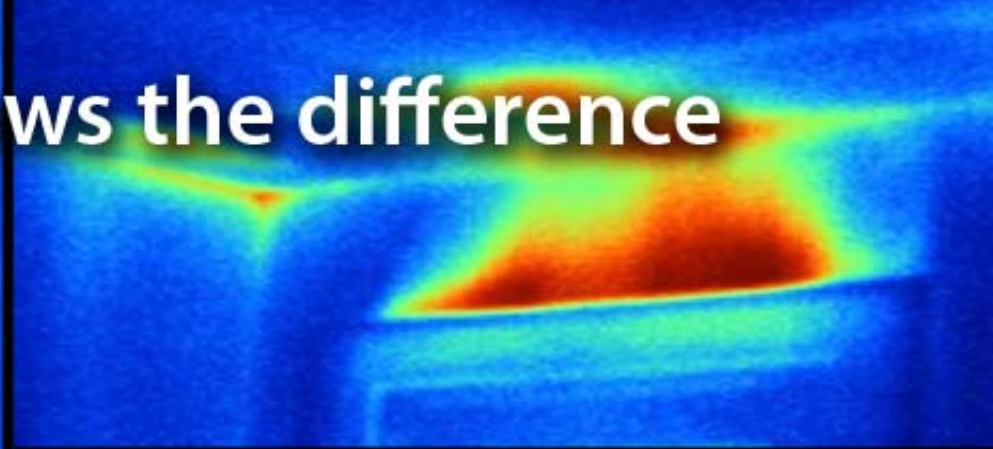


THERMAL BYPASS CHECKLIST GUIDE

Version 2.0
Updated June, 2007



Infrared imaging shows the difference



Our insulated walls . . .

. . . and theirs



Strategy #4

Be ready for smarter buyers



SMARTER CUSTOMERS



~80%

*of New Homes Buyers use the Web
before purchasing a new home*

MORE INFO FOR SMARTER BUYERS



J.D. Power Builder Comparisons



2006 New-Home Builder Customer Satisfaction Study

Portland

Award Recipient: Centex

Company	<u>Overall Customer Satisfaction</u>	<u>Quality of Workmanship & Materials</u>	<u>Price & Value</u>	<u>Home Design</u>
▲▼ Centex Award Recipient 	▲▼ ●●●●●	▲▼ ●●●●●	▲▼ ●●●●●	▲▼ ●●●●●
Arbor Custom	●●●●○	●●●●○	●●●●○	●●●●○
D.R. Horton	●●●○○	●●○○○	●●○○○	●●○○○
Don Morissette	●●○○○	●●○○○	●●○○○	●●○○○
JLS Custom	●●○○○	●●○○○	●●○○○	●●○○○
Legend Homes Corp.	●●●○○	●●●○○	●●●○○	●●●○○

Scoring Legend

●●●●● Among the best ●●●●○ Better than most ●●●○○ About average ●●○○○ The rest

Haringey Interactive Heat Loss Map

Return to Haringey.gov.uk

Developed by  Ltd.



Find an address

Street Name

or Postcode



Heat Loss Survey Data provided by hotmapping.co.uk & Horton Levi

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1040 Tax Credits Under the Energy Bill

Take the ENERGY STAR Change A Light Pledge

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10 Million Visitors/Year

Air Sealing and Insulation That Works

Don't pay to heat and cool the outdoors! Air leakage and improperly installed insulation can waste 20 percent or more of the energy you pay to heat and cool your home. Typical homes have so many leaks, it's like having window open all the time, winter and summer.



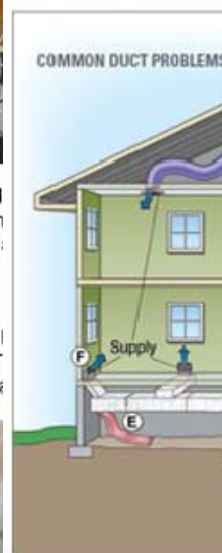
Diagram of Leaky Home: Leaks are often found at holes and plumbing, wiring, lighting, and doors.

MOLD: When warm air leaks, condensation can occur. This mold compromises the structure.



Ducts That Don't Leak

Your home's ducts move heated and cooled air to the living areas to make you feel comfortable. But in a house, 20 percent of the air that moves through the duct system is lost due to leaks, holes, and poor connections. The illustration below shows many common duct problems, such as:



Photos of Dark Seal

Advanced Windows for Comfort

Windows are an important part of your home's beauty. But in typical homes, window techniques are simply too cold in the winter and too warm in the summer and wasting energy unnecessarily.



Independent Testing and Inspection Construction

Most builders will tell you that they build energy-efficient homes. ENERGY STAR qualified Home Energy Raters to meet EPA's new and more rigorous standards.

In an ENERGY STAR qualified home...

The builder's construction crews know that their work is in detail. Home Energy Raters inspect insulation installation and duct system, and ensure that all energy-efficient home.

Photo of Two Windows

The view is the same. The window on the left is covered with a window covering. The window on the right is not covered.

Photos of Fabric Window Coverings

New homebuyers are turning to window coverings to block out ultraviolet radiation.

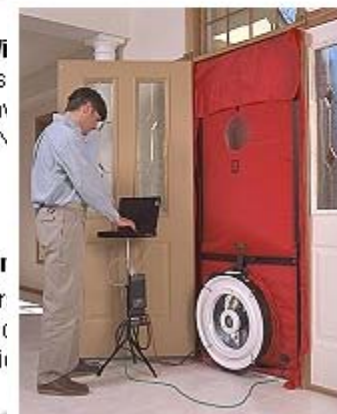


Photo of Man Conducting Blower Door Test



Photo of Man Conducting Duct Leakage Test



**ENERGY STAR
Qualified Homes**

**Take A Tour
Behind the Walls**

BE READY FOR SMARTER BUYERS ENERGY STAR SOLUTION...



ENERGY STAR



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New Homes Partner Results in Colorado

Printable:
Results 51 - 100 | All Results

Name ▼	Service Area/Phone	Partner Since	Homes Labeled (Apr 2007-Mar 2008)*	Homes Labeled (Grand Total)*	Homes Labeled (State Total)*
Legendary Homes	Colorado Springs, CO 719-382-8558	2007	New Partner	New Partner	0
Lifestyle Homes	Greeley, CO 970-353-1331	2001	7	220	220
Live Green, Live Smart	CO 612-805-6447	2007	New Partner	New Partner	0
Lok N Logs	CO 607-674-2536	2006	New Partner	New Partner	0
Lubbock Redi-Built, Inc.	CO 806-771-8802	2007	New Partner	New Partner	0
Luminary Homes LLC	Colorado Springs, CO 719-339-6746	2006	New Partner	New Partner	0
M. E. Reed & Associates, Inc	Buena Vista, CO 480-296-3680	2006	New Partner	New Partner	0
Markel Homes EXIT ↔	Boulder, CO 303-449-8689	2007	37	102	102
Maves Construction, Inc.	Fruita, CO 970-858-9642	2007	New Partner	New Partner	0
McHugh Homes Incorporated ★100%	Front Range, CO 303-772-9786	2006	6	6	6
McStain Neighborhoods ★100% IAP	Boulder, CO 303-494-5900	2001	211	1471	1471
Messner Homes Inc.	Pueblo; Pueblo 719-242-3608	2006	New Partner	New Partner	0



Strategy #5

Reduce risk



CODE NONCOMPLIANCE EXPOSED



*Almost all thermal bypass details
required by code, but
not enforced.*

Are builders still liable?

ANSWER: YES!



ENERGY STAR

"Construction defects

can dramatically change the comfort and quality of your home... We can help!...

Over \$430,000,000

awarded to our clients!!!"

<http://www.kasdansimonds.com/constructiondefects.asp>

Infrared Energy Auditing – How Home Inspectors Gain a Competitive Edge

According to the U.S. Department of Energy, the typical family spends close to \$2,500 a year on their home's utility bills, and unfortunately, a large portion of that energy is wasted due to insufficient insulation and a lack of weather stripping around doors and windows. Professional home inspectors and energy auditors have been using leading-edge infrared technology to perform energy auditing of homes and buildings to improve energy efficiency, thus leading to savings on energy costs.

Howard Vics of Building Performance Consulting in Schenectady, NY and Gary Goodman of Energy Construction, LLC in Ravenna, NY rely on their FLIR Systems EX320 Infrared camera for home energy auditing assessments. Built for harsh environments, the EX320 is a rugged yet reliable infrared solution featuring interchangeable optics, high-resolution imaging and extreme thermal sensitivity. Feature-rich and affordable, the EX320 is the smallest, smartest infrared camera on the market today.

"We are thrilled to have this instrument," said Vics. "We use the EX320 on every job, whether it's for a comprehensive home energy audit, heat loss analysis or for a quality assurance check of installed insulation. As I complete the assessment, I can easily detect missing insulation in walls and ceilings, or air leakage around doors, windows and along the foundation. We

can then develop an insulation and air-sealing strategy to address the problem. By using an infrared camera, I am able to instantly see and diagnose the problem, via a non-destructive method, which is a definite competitive edge for our business."

Both Vics and Goodman work with the New York State Energy Research and Development Authority (NYSEEDA), and have been certified by the Building Performance Institute. The New York Energy SmartSM Program and Energy Star® have partnered together to develop a program to assist homeowners to make energy efficiency improvements. Having a qualified home performance inspector, who has been trained in Building Science, perform a comprehensive energy audit will reveal where there is energy being wasted, so improvements can be made to enhance safety and comfort.

"We also use our FLIR infrared camera for the Energy STAR® new homes program as well," Vics explains. First, I do an evaluation of the building plans, followed by two or three on-site inspections during critical stages of construction and heating system configuration. It is at the final stages (before and after drywall installation) that the ThermoCAM thermal imaging camera is key because I can "see" duct leakage and inconsistencies of insulation." The final energy audit takes place when the construction is complete, just before the owner gets their certificate. "We have found that the IR camera is an invaluable tool when doing building diagnostics of newer homes."

Goodman, who specializes in the application and installation of insulation and air sealing techniques, uses the infrared camera before starting a job and after installation of insulation as a final quality assurance check, to make sure he hasn't missed a bay or some other source of cold air.

Infrared thermography is a well-accepted method of imaging and evaluating the

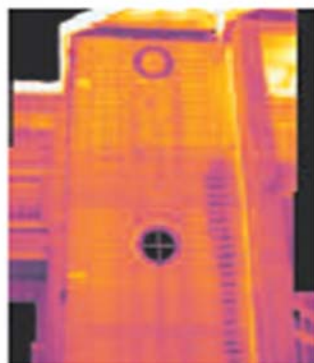
thermal efficiency of home and building insulation, doors, windows, and other penetrations, along with the efficiency of heating and cooling systems. Home energy auditors have been able to proactively address the issue of wasted energy by using infrared cameras, and in turn help to make homes more energy efficient, saving money and natural resources.

About FLIR Systems, Inc.:

FLIR Systems, Inc. (NASDAQ:FLIR) designs, manufactures and markets infrared imaging systems worldwide. Commercial product applications include non-destructive testing, research and development, manufacturing process control, predictive maintenance/condition monitoring, and broadcast imaging. With over 30 years experience and more than 30,000 of its IR systems in use, FLIR is the global leader in infrared cameras, software, service, training and support. FLIR ThermoCAM thermal imaging cameras are the most widely used IR non-contact temperature measurement systems worldwide. FLIR products also play pivotal roles in such diverse applications as public safety, defense, navigation and search and rescue. For more information, please visit our website at: www.flirthermography.com or call 1-800-464-6372.

Howard Vics is certified by the Building Performance Institute in Building Analysis and is a Certified Thermographer with a specialty in Building Science. He formed Building Performance Consulting in 2004 and serves the greater Capital region performing home energy audits, infrared thermography and building diagnostics. Gary Goodman is "triple certified" by the Building Performance Institute with specialties in Building Analysis, Shell, and Heating Systems and has been insulating and air sealing homes in the Capital region for over 25 years. For more information you can reach Howard Vics at (518) 388-4548 and Gary Goodman can be reached at (518) 756-8303.

FLIR
The Global Leader in Infrared Cameras



RISK OF BECOMING IRRELEVANT



ENERGY STAR

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THELMA & LOUISE

THE ROAD TO IRRELEVANCE ...



Losing Traction

Total sales of the Hummer H1, H2 and H3 models since General Motors began tracking sales in 2000:

Hummer's History

1979

AM General, a military engineering company, begins to design the Humvee.

1980s

U.S. Army orders thousands.

1991

Humvee is the break-out star of Operation Desert Storm.

1992

After persuading AM General to build a civilian Humvee, Arnold Schwarzenegger buys the first Hummer on the market.

1999

General Motors acquires Hummer brand, and the current Hummer is renamed H1.

2002

Smaller Hummer H2 enters the market.

2004

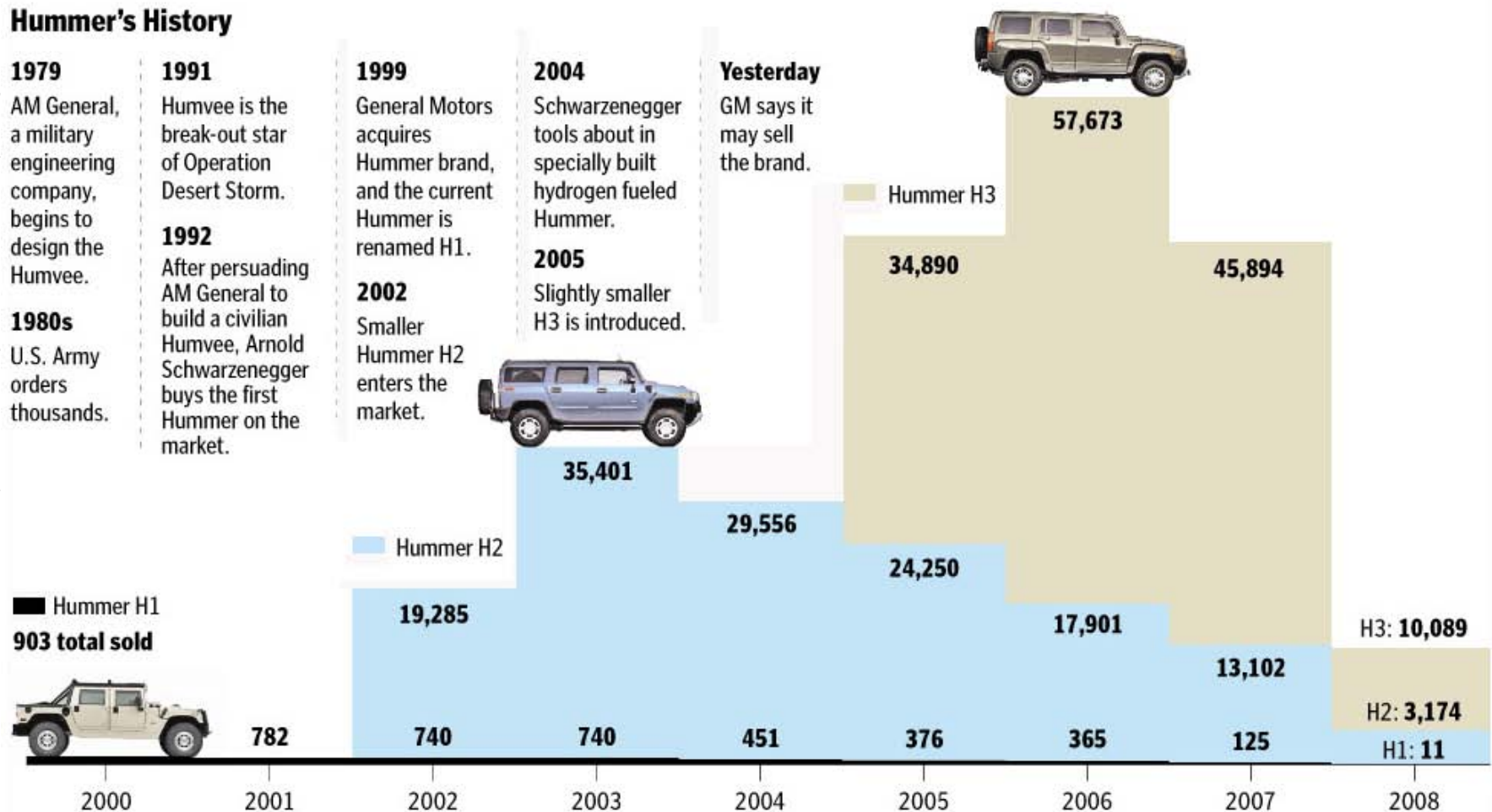
Schwarzenegger tools about in specially built hydrogen fueled Hummer.

2005

Slightly smaller H3 is introduced.

Yesterday

GM says it may sell the brand.



■ Hummer H1
903 total sold



REDUCE RISK
ENERGY STAR SOLUTION...



Minimize Cost:

ENERGY STAR Cost:
\$3,000

*100 Home Project
1st Cost Dilemma:*

\$3,000 x 100 homes =

\$.3 million

VS.

Maximize Value:

New Home Avg. Cost:
\$400,000+

< 1% investment

- *Visible Quality*
- *Obsolete Competition*
- *Reduced Liability*
- *Increased Satisfaction*
- *Recognition as Leader*



Strategy #6

Tell Your Story





= BETTER PERFORMANCE



Goal:

How:

Control Air Flow

Control Thermal Flow

Control Moisture Flow

Driving Forces

Fans

Conduction

Convection

Radiation

Vapor

Bulk

Loads/ QA/QC

Air Sealing

Air Sealing

Proper Insulation

Air Sealing

Radiant Barriers

Air Sealing

Water Man. Roofs

Verification

Air Barriers

Tight Ducts

Min. Thermal Bridging

Tight Ducts

Low-E Windows

Tight Ducts

Water Man. Walls

Efficient HVAC

Air Barriers

Low-E Windows

Low-E Windows

Air/Vapor Barriers

Water Man. Foundation

Efficient WH System

Pressure Balancing

Air Barriers

Right-Sizing

Efficient Lgtg./Appl.

Proper Insulation

Ventilation

HVAC Quality Inst.

Dehumid. in Hot/Humid

Size Factor

What:



= LOWER COST

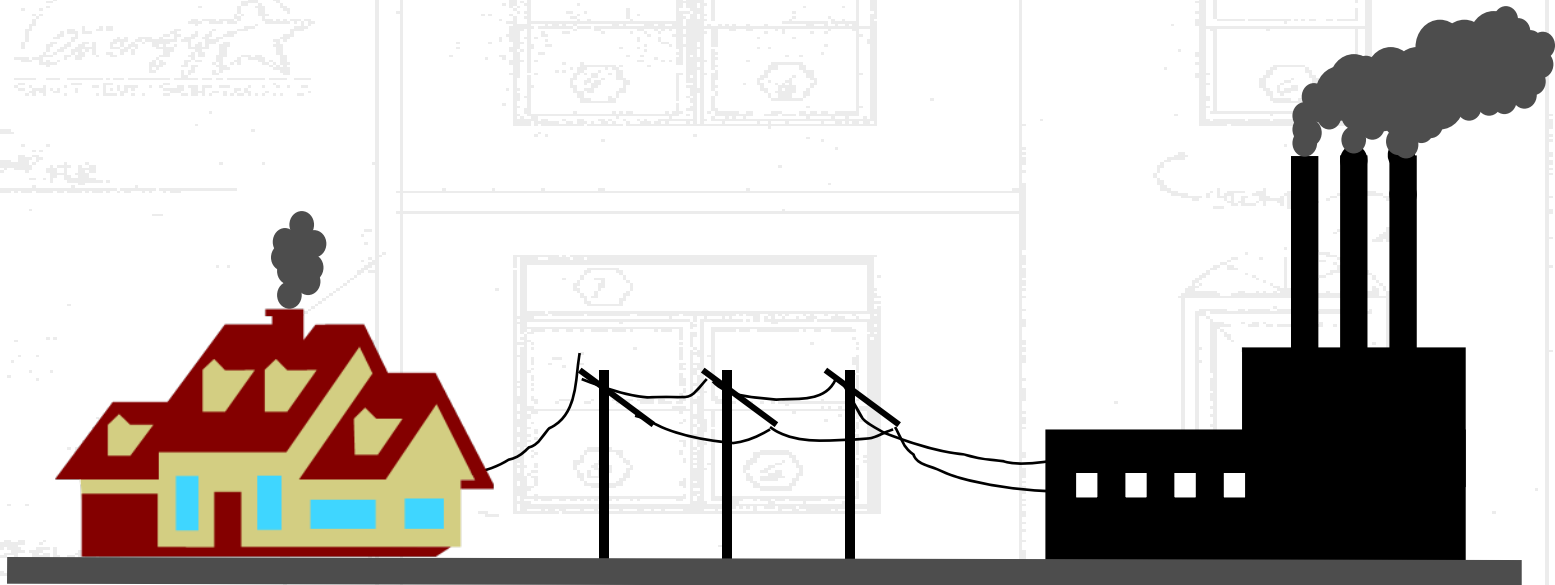
	<i>Monthly</i>	<i>Annual</i>
<i>Utility Savings</i>	\$50	\$600
<i>Added Mortgage</i>	\$20	\$240
<i>Cost Savings</i>	\$30	\$360

= \$1,000's *for typical ownership period*



= BADGE OF HONOR

*Less Energy Used = < Pollution
> National Security*



TELL YOUR STORY:
SUMMARY



*Compared to minimum code home,
ENERGY STAR helps ensure...*

- ***Better Home, that***
- ***Costs Less, and***
- ***Feels Good***

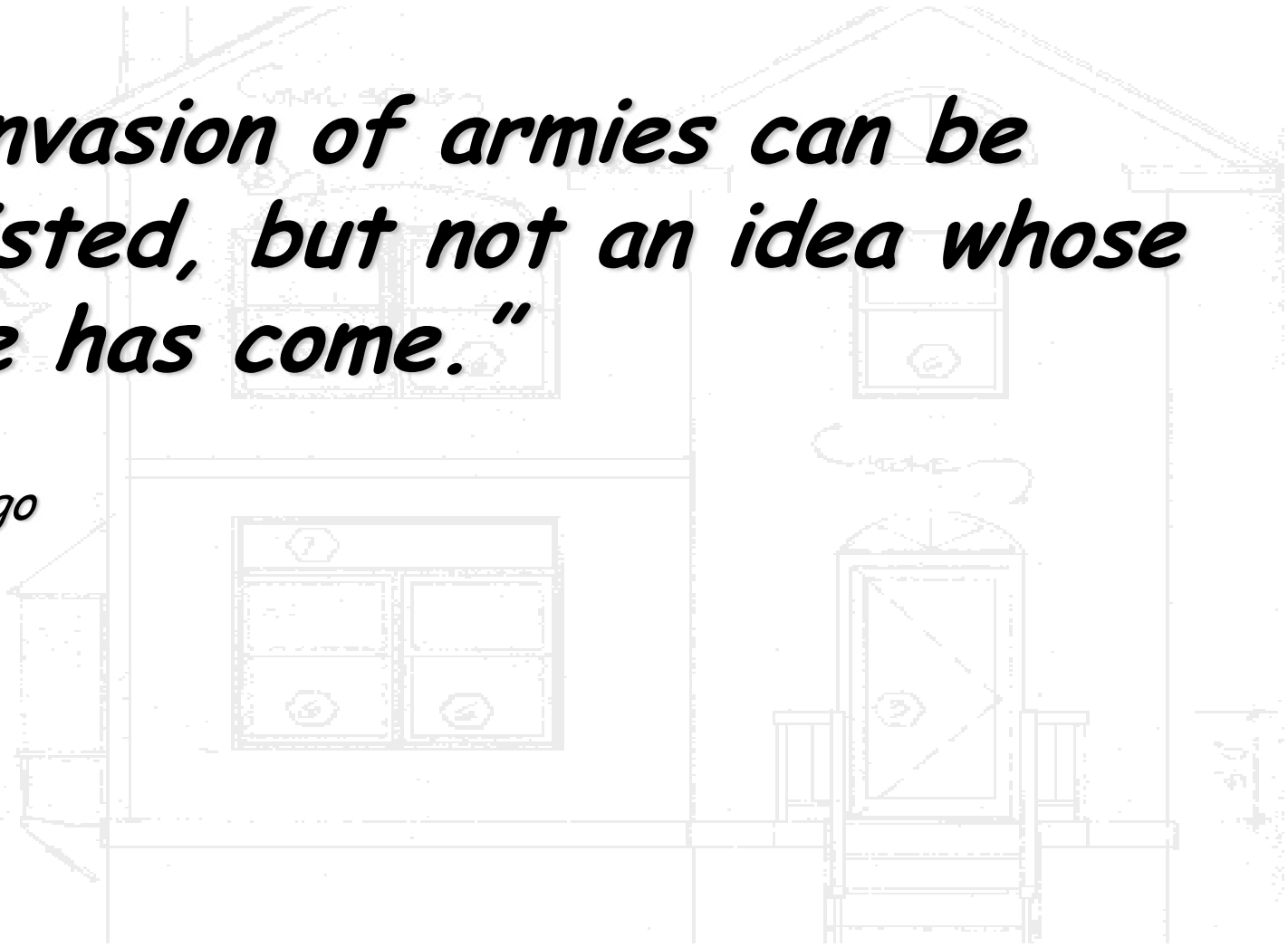
Good idea not to keep this a secret!

WHY GOOD IDEA...



"An invasion of armies can be resisted, but not an idea whose time has come."

Victor Hugo





LN CAR DEPT

GR	6	Brnch	Av	BRD
YL	6	Hntingtn		10
GR	6	Brnch	Av	12



12



HOUSING TREND

Energy Eff. Prefrence

Pride in Causes

Infrared Cameras

Smarter Buyers

Greater Risks

Need New Sales Skills

TRAIN



TIME

Now!

Now!

Now!

Now!

Now!

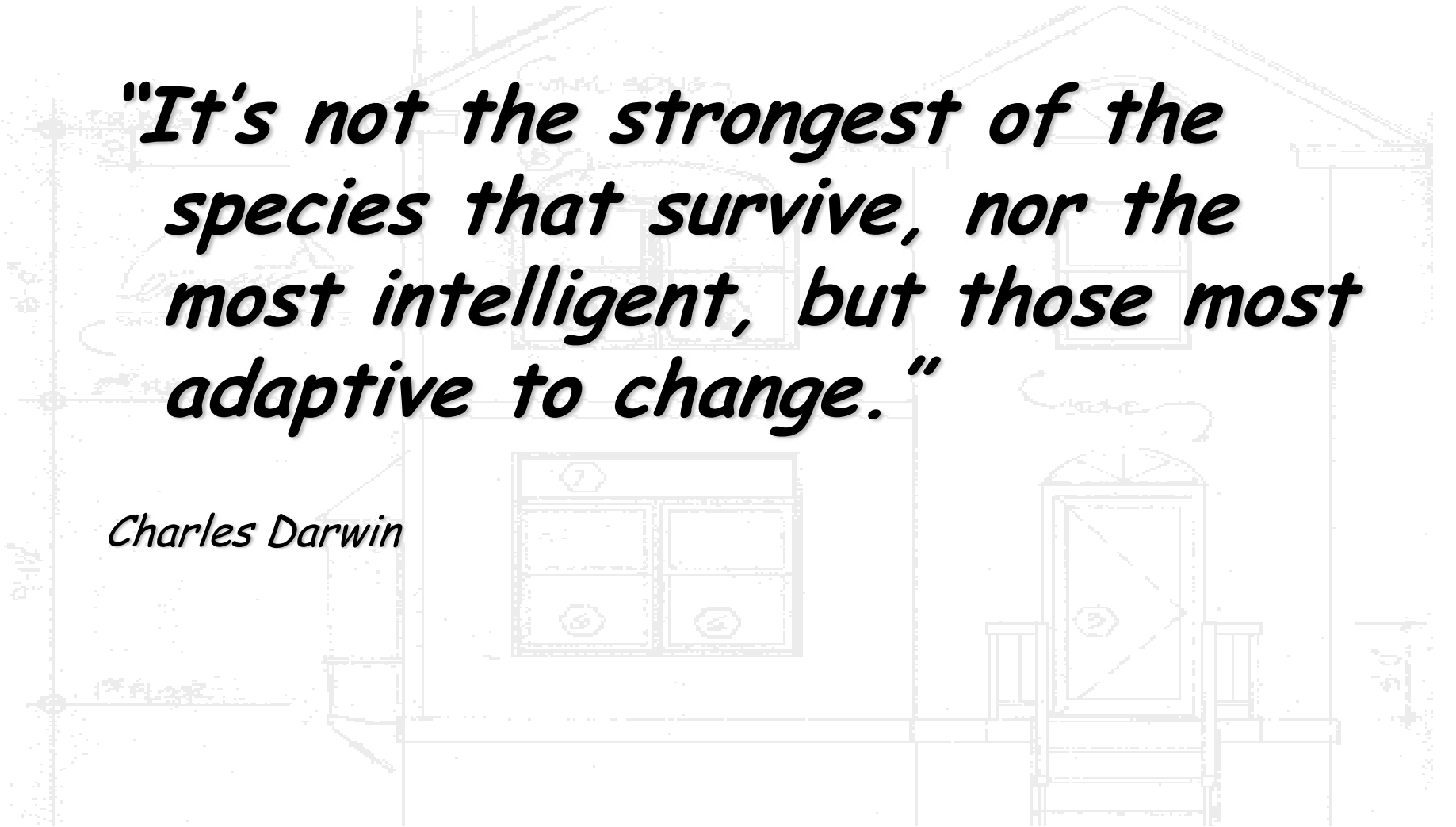
Now!

SALES AND MARKETING BACKGROUND
A WORD ABOUT CHANGE...



"It's not the strongest of the species that survive, nor the most intelligent, but those most adaptive to change."

Charles Darwin



HOW TO GET MORE INFORMATION



On the Web at:

<http://www.energystar.gov/homes>

