

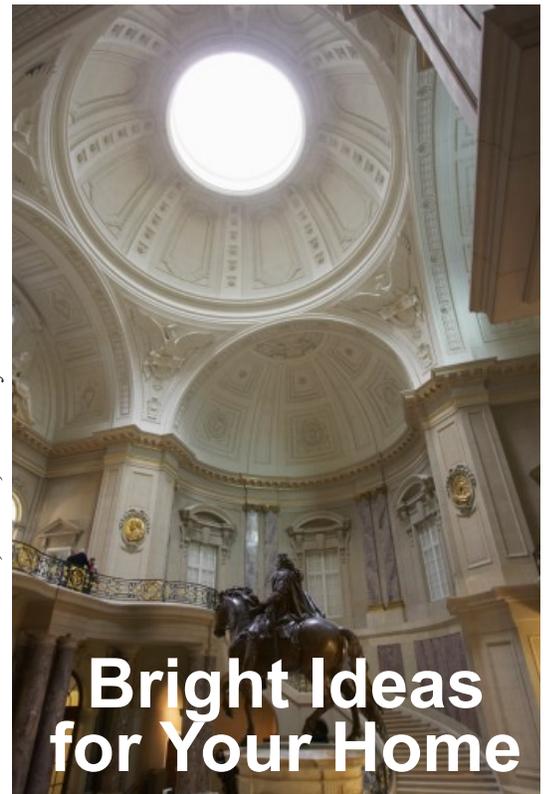


**Windows ▪ Doors ▪ Skylights**  
**WE DELIVER DAYLIGHT.**

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- ▶ **GET YOUR LAWN READY FOR FALL** .....2
- ▶ **PELLA® BRINGS NEW PRE-FINISHED FEATURE TO WOOD ENTRY DOOR COLLECTION** .....3



Bode Museum Interior, Berlin, Germany



**Bright Ideas  
 for Your Home**

VOICE: 602.233.1981 FAX: 602.253.8811 EMAIL: [cmarvin@freeliteAZ.com](mailto:cmarvin@freeliteAZ.com) WEBSITE: [www.freeliteAZ.com](http://www.freeliteAZ.com)

## Home & Design Idea Center to Open in Scottsdale

In September the **Home & Design Idea Center** will open to the public. Located in Scottsdale at 19120 North Pima Rd. (just north of the 101), the facility will house the finest and most complete collection of home and garden related products and services in the Southwest. Visitors will be able to wander among vignettes showcasing home building, interior design, remodeling, landscaping, gardening, home décor and furnishings.

### How the Home & Design Center Works:

- Visitors are greeted at the reception counter. *There is no charge for admission.*
- They're issued a state-of-the-art hand-held scanner
- Each company's vignette will display a plaque with an assigned barcode number. When attendees

scan the barcode, it generates and records information specific to that company. *There is no sales staff in any of the booths.*

- At the end of the tour, visitors return to the reception area where a staff member completes their checkout by giving them a take-home bag filled with marketing materials from each exhibit in which they expressed interest.

In addition to the more than 200 vignettes, the facility will also provide a sitting area where attendees can enjoy complimentary beverages, as well as private meeting rooms.

The **Home & Design Idea Center** is a subsidiary of AZ Big Media, the producer of the annual *Arizona Home & Building Expo* at the Phoenix Civic Plaza and the publisher of several local magazines. Similar showrooms have enjoyed great success throughout Australia and Europe and are now opening in most major markets in the United States. The owners expect the new facility to draw visitors from throughout Maricopa County, which ranks third nationally in terms of population.



## WE LOVE REFERRALS!

Many thanks to everyone who's referred FREELITE to friends, neighbors or family members recently. Your kind actions are really what make us a success. While we don't have enough room to mention *everyone*, here are a few:

**Mack Thompson, Daniel Brown, Beatrice Toverman, Kim Roh, Tony Dotolo, Andrew DeSantiago, Scott Peralta, Ray Kennedy, Jeff Wincek, Brian Nickelson**



**FREELITE has earned the 5 Star Skylight Specialist designation, placing the company among the country's elite dealers of VELUX products.**

# email the Expert...

**Q:** I have an atrium approximately 8' x 8'. Do they make a skylight large enough to cover this size opening?

—Ben Lemon

**A:** The quick answer is "yes" — acrylic dome skylights are available up to 10 x 10'. However a better option might be to roof in the opening, leaving room for one or two smaller, standard size units which will still allow for plenty of light. This avoids the excessive heat gain that would result from one large unit. Also, skylights up to 4' x 4' are available with an operable function, allowing for ventilation as well as illumination. Finally, 8' x 8' and larger skylights are very expensive; even with the extra work required to roof in to smaller sizes, this alternative may well save you money.

Email the Expert by sending your questions to:  
[cmarvin@freeliteAZ.com](mailto:cmarvin@freeliteAZ.com)

## FREELITE BONEYARD

Super Savings on Stuff Lying  
 Around Our Warehouse...

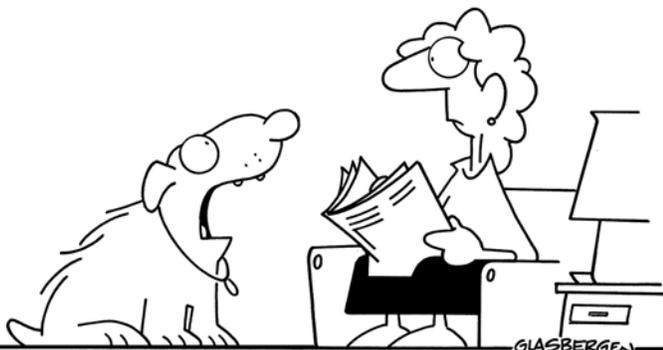
(Call Josh for details...)



5068 Alum-clad Sliding Wood French Door	700.00
6068 Alum-clad Hinged Wood French Door	800.00
8060 Tan Vinyl XOX Window	100.00
4050 White Vinyl XO Window	75.00
6040 White OX Vinyl Window	75.00
6068 Fiberglass French Door	250.00
3030 Brown Fiberglass XO Window w/ Grids	100.00
2030 (Tempered) Fiberglass Casement Window	100.00
8040 Tan Fiberglass XOX Window	200.00
1640 Bronze Alum Single Hung	50.00
6040 White Fiberglass XO Window	100.00
19 x 35" White Alum Single Hung (Obscure)	30.00
(2) 6040 Clear Anod Alum XO Windows	75.00 ea
(4) 4050 Bronze Alum Picture Windows	60.00 ea
6050 Bronze Alum Picture Window	85.00

Ask us about *Skylights*, too!

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[www.glasbergen.com](http://www.glasbergen.com)



"First my ball rolled under the sofa, then my water dish was too warm, then the squeaker broke on my rubber pork chop. I've had a horrible day and I'm totally stressed out!!!"



It takes courage to  
 grow up and become  
 who you really are.

— E. E. Cummings

## Get Your Lawn Ready For Fall

**Fertilize:** Fertilizing your lawn before the colder months will help yield a thicker lawn next year. The lawn may look dormant but there's a lot going on in the root system.

**Water:** Just because summer is coming to an end doesn't mean you can layoff the watering. Water will help saturate the fertilizer and encourage the root system growth.

**Aerate:** This allows the fertilizer, water and air to move more efficiently while stimulating the root system. This also helps increase the decomposition of grass clippings and helps deep root growth.

**Soil Test:** Have your soil tested. A standard soil test provides information on levels of nitrogen, phosphorus, potassium, calcium and magnesium. Testing soil pH is also part of a standard test. Contact your local landscape professional (or university) for more details on soil testing. Ohio State University offers a fact sheet entitled "Guidelines for Choosing a Soil-Testing Laboratory" available at:

<http://ohioline.osu.edu/hyg-fact/1000/1133.html>

## JUST FOR LAUGHS...

Dear Dad,

\$chool i\$ really great. I am making lot\$ of friend\$ and \$tudying very hard. With all my \$tuff, I \$imply can `t think of anything I need. \$o if you would like, you can ju\$t \$end me a card, a\$ I would love to hear from you.

Love,

Your \$on

The Reply:

Dear Son,

I kNOW that astroNOmy, ecoNOmics, and oceaNography are eNOugh to keep even an hoNOr student busy. Do NOt forget that the pursuit of kNOWLEDge is a NOble task, and you can never study eNOugh.

Love,

Dad

## Pella® Brings New Pre-finished Feature to Wood Entry Door Collection

Windows & Doors brings beautiful time and consumer solutions for the time. Pella convenient pre-finished options are now available from Pella, including its wood entry doors, for builders, homeowners, remodelers and business owners. The factory-applied stained finish, covering the door's interior and exterior, saves time and money by eliminating the hassle of traditional on-the-job staining and finishing steps, applying a

consistent look to both sides of the door.

“Offering a factory pre-finished entry door is another time-saving step on the job site that adds value for the builder, contractor or remodeler,” said market development manager, Alan Lockcuff, of Pella's Heritage Division. “And ultimately, the customer benefits by enjoying a beautiful high-quality finish, which helps seal and protect the wood, and enhances the rich look and feel door.”



## Trivia Challenge

We're used to high temperatures in Phoenix but we don't hold the record. Where was the highest temperature recorded on earth?

- A: Israel
- B: Greece
- C: Libya
- D: Argentina

The first correct answer faxed to 602.253.8811 or emailed to [cmarvin@freeliteaz.com](mailto:cmarvin@freeliteaz.com) will be the winner of a

### \$50 Restaurant Gift Card!

(NOTE: Only one winner per family per year)

### JULY-AUGUST Trivia Challenge Winner...

Congratulations to the winner of our last Trivia Challenge... **Mickey Cummins** of Phoenix was the first person to correctly answer this question:

**Sammy Sosa holds the record for the most in a single month. How many did he hit?**

*ANSWER: C. 20*

## WE WELCOME OUR NEW FRIENDS INTO THE FREELITE FAMILY...

We believe in treating all our customers like family — just ask any of our longtime clients. We are excited to welcome each of our FREELITE first-timers. We appreciate the opportunity to serve you and hope to see you again very soon. Here are just a few of the new members of the family.

- Doug and Lori Williamson
- Mike Fitzsimons
- Margaret Brough
- Mary Wilkinson
- David Kendall
- Dave Robbins
- Rita Peralta
- Aaron Marmorstein
- Julie Swartz
- Kurt and Barb Kinderman

Thank you and welcome to everyone who recently joined our FREELITE family... we couldn't do it without YOU!

## REFER YOUR FRIEND

### \$25 STARBUCKS GIFT CERTIFICATE

Many of our customers find us through other homeowners for whom we've installed windows, doors or skylights in the past. Word-of-mouth advertising has been the cornerstone of our success. For this generosity, we offer our gratitude and a token of our appreciation through our **Referral Reward Program!**

Here's how:

1. Simply refer someone to our services by giving them the complete back page of this newsletter, or a photocopy, containing your name and address.
2. When the person you've referred presents the form, we will automatically mail you a **\$25 STARBUCKS gift certificate**.
3. Meanwhile, your friend or relative receives a **5% discount** off the cost of their project (NOTE: Discount cannot be used in conjunction with other offers or on existing proposals or contracts).

When you refer your friends, neighbors or family, you've helped our business grow. Offering you this reward is our way of showing just how much we appreciate your "spreading the word."

# Sudoku

The Rules of Sudoku (数独 sūdoku<sup>2</sup>)

The classic Sudoku game involves a grid of 81 squares. The grid is divided into nine blocks, each containing nine squares.

The rules of the game are simple: each of the nine blocks has to contain all the numbers 1-9 within its squares. Each number can only appear once in a row, column or box.

The difficulty lies in that each vertical nine-square column, or horizontal nine-square line across, within the larger square, must also contain the numbers 1-9, without repetition or omission.

	5	4	2	7				
9		8	1				5	7
		1		5			3	4
	1	6	4					5
5								9
4					8	6	7	
2	8			6		5		
1	7				5	8		6
				8	1	7	9	

(The solution to this puzzler can be found on our website: [www.freeliteAZ.com](http://www.freeliteAZ.com))



## Company Address:

331 W. McDowell Rd.  
Phoenix, AZ 85003  
V: 602.233.1981  
F: 602.253.8811  
[www.freeliteAZ.com](http://www.freeliteAZ.com)

## Showroom Hours:

Mon-Fri, 7:00 – 4:00  
(available after hours by appointment)

FREELITE, INC.  
331 West McDowell Road  
Phoenix, AZ 85003-1901

**Green  
Tip**

## Re-Use Your Newspapers

Newspapers can replace paper towels when it comes to cleaning windows or mirrors in your house and cars. Remember to recycle them when you're done!



Chip Marvin, President

## THANK YOU FOR YOUR KIND WORDS ...

- “ FREELITE was a great experience — would be happy to use you again as well as to recommend you to my friends.”  
— Judy Washor, Scottsdale
- “ We were delighted with the complete process from the estimate to completion of job. Great people! Great product! Great service!”  
— Thomas and Sandra Ames, Peoria