



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

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# Bright Ideas For Your Home

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## Know Your Energy Tax Credits!

With April 15 right around the corner it's a good time to take stock of the various energy-related tax credits available. If you purchased windows, doors or skylights in 2009, there's a good chance that your tax liability can be offset by a portion of that expense. Both federal and state codes have been changed recently to promote the purchase of energy-saving products.

Here's an overview of what's available:

### WINDOWS & DOORS

**Federal Tax Credit:** 30% of the *material* cost of eligible products, defined as follows:

According to the *American Recovery and Reinvestment Act of 2009*, qualifying for a tax credit requires both a "U-Value" and "Solar Heat Gain Coefficient" less than or equal to .30 (note that this is far more stringent than the .40 metric designated by "Energy Star," the previous industry standard.). However the government grandfathered in less thermally efficient products through May of 2009. Thus, any *Energy Star*- rated window or door installed between January 1 and June 1 of last year is tax credit eligible. Any product installed June 1 through December 31 must meet the higher .30-.30 standard.

**State Tax Credit:** Currently no state tax credit is available for windows and doors.

### SKYLIGHTS

**Federal Tax Credit:** 30% of the *material* cost of eligible products, as follows:

- Certain Tubular Skylights (note that conventional acrylic dome and glass skylights do *not* qualify).
- Solar Battery Powered Skylight *Shades*, manufactured by VELUX

**State Tax Credit:** Last year the Arizona Legislature ruled that any *Energy Star*-rated skylight qualifies as a "solar daylighting device," meaning that 25% of the total cost to install it (materials *and* labor) can be used to offset state tax liability. Many tubular and Low E glass skylights are eligible.

### **Additional Federal Tax Credit Facts:**

- The products must be installed in your *principal residence* before 12/31/10.
- The lifetime maximum credit you can claim is \$1500.

For more information, including a list of other qualifying products, download our free publication,

*A Homeowner's Guide to Understanding the Energy Efficiency Tax Credits*

available at [www.freeliteAZ.com](http://www.freeliteAZ.com).

## 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:

- Ken Koka, Barbara Ziolko
- Susan Montgomery, Linda Brock
- Judy Tolbert, Fran Thurber
- Bob & Karole Vogt, Mary Plehn
- Wallace & Elizabeth Kineyko
- William Uhlig, Susan Levy
- Wendy Garrett, Marie Burnham



Come see our vignette at the new HOME & DESIGN IDEA CENTER. Located in Scottsdale at 19120 N. Pima Road (just north of the 101), the building is home to over 200 beautifully designed spaces showcasing home building, interior design, remodeling, landscaping, gardening, home décor and furnishings. Call for hours of operation:

(480) 941-4663.

# email the Expert...

**Q:** What's the difference between an energy tax *credit* and a tax *deduction*?

— Jamey Lynch

**A:** Good question, especially at this time of year. Simply put, a tax credit is much more valuable. It lowers your actual tax bill dollar for dollar while a deduction only reduces the amount of taxable *income*. Thus, if you're in the 25% tax bracket, a \$1,000 tax deduction lowers the amount of taxes you pay by \$250 while a tax credit reduces the amount by the full \$1,000.

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...



▪ 6' x 6'8" Alum-clad Hinged Wood French Door w/ Grids	\$800.00
▪ 6' x 6'8" Fiberglass French Door w/ Retractable Screen	700.00
▪ 3' x 6'8" Fiberglass French Door	200.00
▪ 8' x 4' XOX Almond Fiberglass Window	150.00
▪ 6' x 4' XO Tan Aluminum Window	90.00
▪ 5' x 5' Brown Fiberglass Double Casement	150.00
▪ 5' x 4' XO Brown Fiberglass Window	125.00
▪ 3' x 3' XO Black Fiberglass Window w/ Grids	125.00
▪ 3' x 3' XO Brown Fiberglass Window w/ Grids	125.00
▪ 2'6" x 3' Fiberglass Single Hung Window	90.00
▪ 5' x 3'6" XO Tan Vinyl Window	100.00
▪ (4) 3' x 5' Bronze Aluminum Picture Windows	(ea) 60.00

**Ask us about Skylights, too!**

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



"I'm not saying kids today are over-protected, but I never had to wear a helmet to make toast!"



I am proud to be paying taxes in the United States. The only thing is, I could be just as proud for half the money."

— Arthur Godfrey

## The Consequences of Decisions We Make

**M**ore people fail because of an undecided heart than anything else, according to **Andy Andrews**, author of the book *The Traveler's Gift: Seven Decisions that Determine Personal Success*. An undecided heart is when a person makes a decision and then second-guesses it. They'll talk to their friends, asking "Do you think I made the right decision?" More often than not, they end up changing their mind. **If you look at successful people, you'll discover that they make their decisions quickly and change their mind slowly. On the other hand, unsuccessful people tend to make their decisions slowly and change their mind quickly.**

One important decision we make is who to be friends with. The fact is, we become like the people we hang out with, and if you want to play good tennis, you play with somebody who's better than you. The same is true in life. You want to hang out with people who are wiser, who are smarter, who have a history of great decisions.

Another important decision that can affect our success is whether or not to forgive people. Andrews does not agree that you should only forgive somebody if they *deserve* it, or ask for it. He believes that, regardless of the circumstances, you just forgive. Forgiveness is a gift that is more meaningful to the person who gives it than to the person who receives it. And, he adds, there is one person almost all of us needs to forgive — ourselves.

## JUST FOR LAUGHS...

- I installed a skylight in my apartment. The people who live above me are furious!
- I wrote a few children's books... Not on purpose.
- I want to get a tattoo of myself on my entire body, only 2" taller.
- In Vegas, I got into a long argument with the man at the roulette wheel over what I considered to be an odd number.
- It doesn't matter what temperature the room is, it's always room temperature.
- I can levitate birds. No one cares.
- If you were going to shoot a mime, would you use a silencer?
- I broke my arm trying to fold a bed. It wasn't the kind that folds.
- There's a fine line between fishing and standing on the shore looking like an idiot.
- I spilled spot remover on my dog. He's gone now.
- If toast always lands butter-side down, and cats always land on their feet, what happens if you strap toast on the back of a cat and drop it?
- I hate it when my foot falls asleep during the day because that means it's going to be up all night.
- There was a power outage at a department store yesterday. Twenty people were trapped on the escalators.

— Steven Wright

## Special Pricing on Alder Doors

**K**notty alder has the strength of maple and the personality of pine. The wood is light brown with yellow and peach hues. Stains can further highlight the beautiful grain. The open, solid knots give alder a more informal presence.

Through the end of April we're offering the following special pricing on the 2-panel Arch Model shown here:

<b>6'8" Interior Doors (1<math>\frac{3}{8}</math>"</b> (Alder) Prehung Adder	<b>168.00</b> <b>+87.00</b>
<b>8' Interior Doors (1<math>\frac{3}{8}</math>"</b> (Alder) Prehung Adder	<b>231.00</b> <b>+112.00</b>
<b>6'8" Exterior Doors (1<math>\frac{3}{4}</math>"</b> (Alder) Prehung Adder	<b>350.00</b> <b>+196.00</b>
<b>8' Exterior Doors (1<math>\frac{3}{4}</math>"</b> (Alder) Prehung Adder	<b>385.00</b> <b>+210.00</b>
<b>PREHUNG DOOR FINISHING:</b>	
Clear Coat Finish	123.00
Stain Finish	168.00
<b>Prefinished Casing (per side)</b>	<b>42.00</b>



**2-panel Arch  
Alder Door**

## Trivia Challenge

How old was Bill Gates when he formed his first company, which sold computerized traffic counting system to cities?

- A. 14
- B. 16
- C. 18
- D. 20

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)

### JAN-FEB Trivia Challenge Winner...

Congratulations to the winner of our last Trivia Challenge... **Stan Delahoyde** of Glendale was the first person to correctly answer this question:

**"What fell on the Sahara on February 18, 1979?"**

**ANSWER: B. Snow**

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

**W**e 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.

- Gayle Dever
- Jill Essig
- John & Doreen Collins
- Catherine Nagy
- Jim and Tami Smith
- John Meyers
- Ellen Roeder
- Diana Keyser
- Beth Meyer
- Sandra Gerlach
- Jennifer Greene
- Philip Jalowicz

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

## REFER YOUR FRIENDS & FAMILY AND GET A \$25 STARBUCKS GIFT CERTIFICATE

**M**any 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.

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

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

F R E E L I T E

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## Showroom Hours:

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

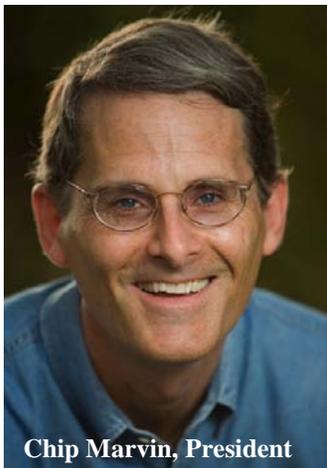
## Green Tip

### Use Hot Water in Your Dishwasher

An efficient dishwasher uses less water than washing dishes by hand, but you need to use hot water. Though that sounds counterintuitive in terms of energy efficiency, the fact is that water heated to at least 125 degrees prevents buildup of detergent residue, a major cause of breakdowns. Also, use powdered detergents instead of gels — they contain chlorine bleach, which can contaminate both your dishwasher and the environment.



**FREELITE, INC.**  
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Chip Marvin, President

## THANK YOU FOR YOUR KIND WORDS ...

“ I have been updating my home on a budget for several years. FREELITE window replacement is the only item that happens on time and perfectly every time.”

— Mona Neilson, Phoenix

“ Great crew of employees. They strive for excellence and have pride in their accomplishment.”

— Richard Dougherty, Scottsdale