

HOMETFront

A Quarterly Publication of
AMERICAN HOMESTAR

Modern Amenities Mean More

Teamwork and Total Home 2000 to Build Sales in '99

There's one word you're about to hear a lot in the coming year. Chances are you're already hearing it daily. Around the world, everyone is catching "millennium" fever--and why not? It's not everyday the annual odometer rolls over.

With the beginning of a next 1000 years in our global history comes the hope of the future: new technologies, new ways of doing things, new ways of living. That includes the manufactured housing industry and American Homestar is ready to lead the way with the Total Home 2000 Series.

Initially built at the Burleson facility, the Total Home 2000 Series offers a new concept to the industry and our company. Inspired by the success of the Southern Hospitality series Model 772 (358 homes built January through August), the concept will go nationwide to cover every area in which we sell homes.

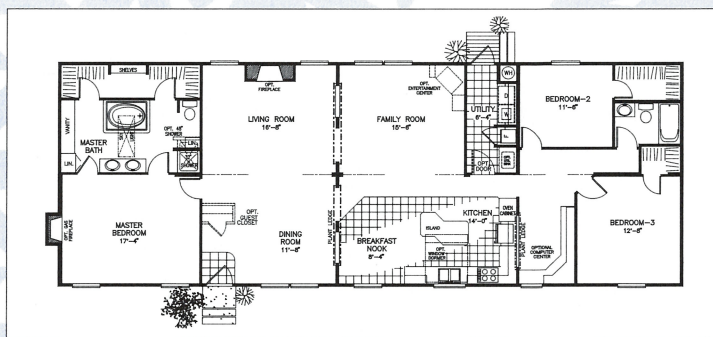
Enter the front door on any planned model and you'll notice something different: expansive living and family rooms, exceptional kitchens--a truly stunning look. Think you've seen it before? How about adding a computer room, designed not just as an additional space, but with computer use in mind? How about a security system and a home theater package with stereo surround sound? How about a remote control fireplace in the bedroom?

The Total Home 2000 Series' strength lies in its versatility and easy-to-choose packages of advanced technology products--just what millennium fever calls for. Packages are grouped and affordably priced to make these items sizzle.

Best of all, new partnerships with vendors relieve the manufacturing facilities of some installation and allow retailers to offer the packages on other model homes.

The Total Home 2000 Series will be supported by regional television campaigns in major markets throughout the United States and by a variety of marketing promotions. The exciting look and options are sure to increase excitement and interest for every home we build. The model will be featured in our upcoming Home for the Holidays and January Special promotions. Our Guin, Stayton, Boise, Gering and Cherryville facilities are slated to join Burleson in building the promotional model.

Watch for more on this exciting new concept coming soon. See how American Homestar and the Total Home 2000 are ready to make history in the next...you guessed it, millennium.



One of the Total Home 2000 models from Burleson. A similar promotional model with option packages will be available in all markets January 1999.

President's Club
News In Brief

Top Sales
Manufacturing News



NEWS IN BRIEF

- **New Employee Handbooks** are being developed and should be out in January. They contain everything you ever wanted to know about employee policies. Supervisors will be distributing them, but please remind them if you don't get yours.
- **Contributing Editors for HOMEFront** should submit information for the next issue no later than January 7th 1999. If you have your information for the quarter together before the holidays, send it to Michael Mayes at the Arlington office. We need news about you top sales people and news you'd like to share with other facilities. Please include pictures and supply any articles on disk.
- **American Homestar will expand TV advertising** in the coming months. Be sure to watch for spots in your area. In locations where there are not enough sales centers, you'll be hearing radio and seeing ads in the local newspapers. Soon everyone will know who we are.
- **Looking for some glamour shots**—once again, we're looking for some of the best spots where we've placed homes. We're always looking for beautiful pictures of our homes. If you know someone who has one of our homes on a lake, near a mountain stream or any other scenic spot, let someone know. We may be able to photograph them for our advertising.

Time's Running Out for 401K Enrollment

You should have already discussed the new 401K retirement plan at your facility. Open enrollment for the new plan must be completed by 12/31/98. Forms should be submitted to your HR department immediately. To be eligible you must:

- Have a minimum of one year combined service as of December 31, 1998
- Be 20 1/2 years old or older
- Complete forms and deliver to HR NOW!

This is a great, tax-deferred way to save money for the future. See your supervisor for more info. Time is running out for open enrollment. Do it today.

TO OUR VALUED EMPLOYEES

For American Homestar, fiscal 1998 was a banner year. The successful execution of our growth strategy produced record revenues, net income and earnings per share. All of our business units contributed to the improved results. During the year we increased our manufacturing capacity by adding three plants and completing significant expansions at several others. We acquired or opened a total of 32 new retail sales centers, successfully launched our national franchise system, and continued to expand our retail financing subsidiary. We added two new directors to the board and filled key executive positions in our senior management team. As a result of these initiatives, for the fourth year in a row as a public company, we exceeded our stated high performance goals of more than 20% growth in earnings per share and return on equity capital. We passed the one-half billion dollar revenue milestone and rolled out our new growth plan called Vision 2000, which sets a target of \$1 billion in annualized revenues by the end of calendar year 2000.

During this holiday season, we want to thank all of our valued employees for their contribution to the success of our growing company. So many new things await us in the coming year as we look to make quality affordable homes for American families. We wish you a safe and happy holiday with yours.



Finis F. Teeter Laurence A. Dawson, Jr.

NEWS

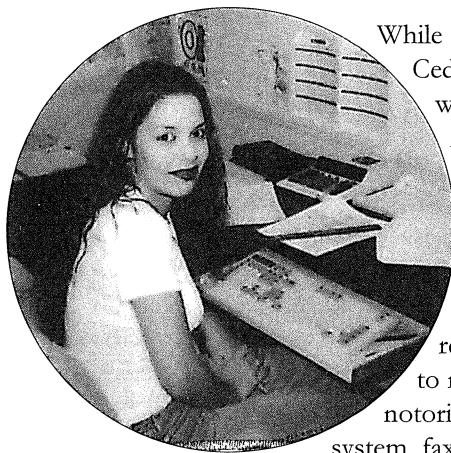
by Owens, Shaw, Green, and Adam Sandler

"DID YOU KNOW"?

Did you know that as of the July 1998 THMA stats, American Homestar of Lancaster Ranks in the TOP 4 plants in all of Texas in retail homes sold? That is right, American Homestar of Lancaster has 4.1% of the retail sold orders in Texas. Hats off to you, the retailers, for helping us accomplish this feat. We are well on our way to #1 in all of Texas. THANKS!!

NEW FACES ON THE SCENE

Help us to welcome our newest member of the Lancaster team. **Crystal Click**, comes to us from Centeridge Apartments in Duncanville, where she was a leasing agent.



While Crystal is attending Cedar Hill College, working on an Accounting Degree, she spends most of her free time at American Homestar of Lancaster as our receptionist. Her responsibilities will be to rescue you from the notorious voice mail system, fax you that end of the

month paper work that you desperately need, and to direct you where to go with your next visit to the Lancaster facility.

Crystal enjoys watching basketball and volleyball, while hopping her heart out at the local malls. Once she has shopped till she cantz shopz no morez, she heads out to the local Mexican Cantina were she finds her favorite foods. WELCOME ABOARD CRYSTAL.

Dedication Appreciated

American Homestar of Lancaster would like to include you in congratulating our five year employees:



Gary Bryan--Asst. Production Manager	
Stephanie Harris--Human Resource Manager	
Bob Milazzo--Purchasing Manager	
Brian Owens--Sales Manager	
Keith Baker--Foreman	
Gary L. Leonard--Foreman	
Gerardo Cervantez	Donnie Anderson
Lupe Reyes	Juan Rivas
Terry McPherson	Fernando Serrato Jr
Alfonso Azpeita	Able Hererra
Billy Turner	Billy Davis
Kathy Bailey	Jesus "Chuy" Garcia

TOP DOGS

For October and November

1. John DeRouen — Nationwide Abilene
2. Don Simonson — OC Village Lancaster
3. Dave Shetler — Nationwide Mesquite
4. Jack Smith — Nationwide Denton
- *5. Mitch Brown — Nationwide Longview
- *5. Todd Dillon — OC Village Oklahoma City
- *Tied for 5th

STAYTON Scoop

By Jon Moon & Erin Summers

Anniversaries—Thanks for your commitment!

August - November

25+ Years of Service

Larry Nelson	8/8/72
Rosie Tegan	8/18/72

10-20+ Years of Service

Jerry Dunn	11/19/73
Larry Dawes	10/30/85

5-10 Years of Service

Darryl Sabrowski	9/15/89
John Lackner	9/24/90
Tommy Johnson	8/6/91
Michael Crockatt	8/3/92
Phillip Mackey	8/17/92
Peggy Mack	9/8/92
Andrew Kelso	9/21/92
Brandy Bauman	8/9/93
Brian Woodcock	8/9/93
Alan Grunstad	9/6/93

American Homestar Stayton employees present their 20,000th house. The Baycrest 48415 was purchased by Premiere Homes, Chehalis, WA (an Oak Creek Village franchise dealer).



Jon D. Moon is D.B.D. Man

"Ladies and Gentlemen, Jon has left the building." Once mild mannered (yeah, right) Sales Manager, Jon has found his true destiny as the Director of Business Development for the Pacific Region. The new positions (there are six) will focus on developing franchises and will help manufacturing and retailers communicate for additional sales.

Now working out of his home ... his car ... aircrafts... hotel rooms and even pay phones, he is a true mover and shaker. You may have seen him around your town he is the one with the cape that can leap 4:12 roof pitches in a single bound. Nice going Jon Boy!

What More Can We Say... CONGRATULATIONS!

Patty Leming has "put on a new hat" as Office Manager. You may remember her joining our team about a year ago as a Sales Assistant, but once you perfect something it's time to move on! So off she went, all the way down the hall, to organize, systematize & hypnotize everyone into a brave new world...the world of the "Madame of Mayhem".

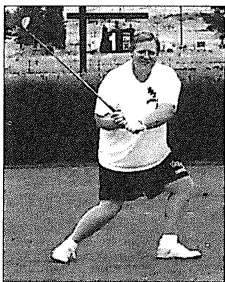
A Quarter Of A Century...Not A Bad Run!!!

Special thanks to H.J. Duncan for twenty-five years of loyal service.

H.J. made his way across the United States from Florida, he decided to settle down in Aumsville, a neighboring town to Stayton, and became a part of our company March 20, 1975.

Hopefully, his retirement from the mill department will give him some much deserved rest. We wish H.J. a fond farewell all the best to he and his family.

FOOOOOOOOOORRRRE!!!



Assistant Production Mgr., Darrell Ritchie, demonstrating Dorfs guide to divots.

Guerdon Good Guys (and Gals) were golfing it up recently at the local Santiam Golf Course. The gold went to the foursome of Mike Crocker, Mike Crockatt, Chris Eastburn and John Stauffer.



Engineering Assistant, Kathleen Sibbett, performing the finer points of putting.

Warm Up The Welcome Wagon

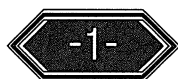
You may have noticed a perky new voice when you call the Stayton plant. That's none other than Shelly Ader, breaking into the AHC as the receptionist. Shelly is a home grown gal, and a great addition to the team!

Also, Michelle Harryman is on board as the Payroll Clerk. Michelle brings a wealth of knowledge to this position as well as a fresh new outlook. As if work doesn't keep her busy enough, she is mom to two wonderful children Gabby-6 and D.J.-4, let's not forget Dad, David, somebody has to keep the hooligans in line!!! Keep up the good work ladies...hope you are here for years to come!



29 Reasons You Live Better in an Oak Creek Home!

Each month, we will feature one of our copyrighted New "29 Reasons-Plus" to assist in your education of "Why You Live Better in an Oak Creek Home". This information is also listed in detail in our famous "29 Reasons-Plus" brochure. Each sales center has this brochure to use as a sales training tool and point of purchase brochure.



Wind Zone "Plus" Construction

Oak Creek homes are built to last. Every Oak Creek home is built to exceed the Standard Wind Zone I construction standards required by HUD. In fact, each home is designed to exceed the Wind Zone criteria of 15 pounds per square foot by 60 percent! Our special metal connectors and straps, lag bolts, screws and nailing schedules bond the frame, floor and roof components into a solid structure that can withstand gale wind forces up to 25 pounds per square foot. What's more, we use double studs, rafters and joists at key structural areas. These and other construction details assure that Oak Creek Homes have an extraordinary structural integrity and durability for years.



TELESTAR "Direct TV" Standard Feature on all Oak Creeks!!!

Effective with all production after October 1, 1998 all Oak Creek Homes will include the very popular "TELESTAR" Direct TV Satellite System as a Standard Feature! This program should be a very positive feature for your customers, since most live in areas without basic cable service. The program is simple, just have your customers fill out the registration card (identified by the home serial number) and send it into Telestar to activate the system. Your customers will have the option to install the system equipment at no cost or TELESTAR will install the equipment for a nominal fee!! For stock units on your location which do not include this free program, you can order registration forms from TELESTAR for \$55.00 each and include them in your sale. Good Luck and Good Selling !!!!!!!

MILLION DOLLAR CLUB "TOP DAWGS" FOR OAK CREEK

A great year at Oak Creek thanks to these Million Dollar Club "TOP DAWGS"!!!

#1	Oak Creek Village- Fort Worth	Mike Levin	119 Floors	\$2.88 Million
2	Nationwide -Mesquite	Dave Shetler	71 "	2.77 "
3	Nationwide - Austin	Dennis Williams	71 "	1.79 "
4	Nationwide - Albuquerque	Rex Blackburn	61 "	1.65 "
5	Oak Creek Village - Lancaster	Don Simonson	56 "	1.52 "
6	Oak Creek Village - El Paso	Chuck Moeri	58 "	1.47 "
7	Nationwide - Midland	Ron Burnett Sr.	52 "	1.44 "
8	Nationwide - Odessa	John Krogh	37 "	1.229 "
9	Oak Creek Village - Albuquerque	Norbert Gabaldon	47 "	1.225 "
10	Nationwide - Burleson	Bill Straub	48 "	1.14 "
11	Nationwide - Farmington	Jim Phillips	39 "	1.11 "
12	Oak Creek Village-Colorado Springs	Ron Burnett Jr.	37 "	1.07 "
13	Nationwide - Huntsville	David Foy	37 "	1.02 "
14	Nationwide - Denton	Brian Shear	37 "	1.01 "

THANK-YOU FOR CHEWING UP THE COMPETITION!!

The Whispering Oak Says...

Ifth thou
raisith an sellith
many rabbits
thou art nown
asith "Rabbit
Man"
Sell a couple
Oak Creeks
and you will be
called a
"Champion".



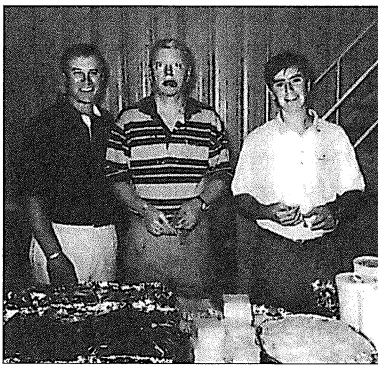
WELCOME ABOARD!!

We have two new salesman to welcome aboard.

Kent Haughton, who will be handling Oklahoma and Missouri.

Rick Duboise, who will be handling Georgia, North Carolina, South Carolina, Virginia, and Kentucky.

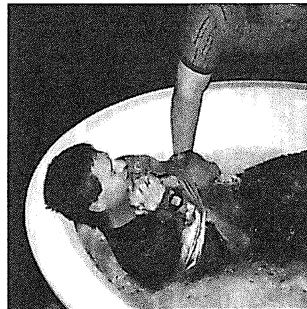
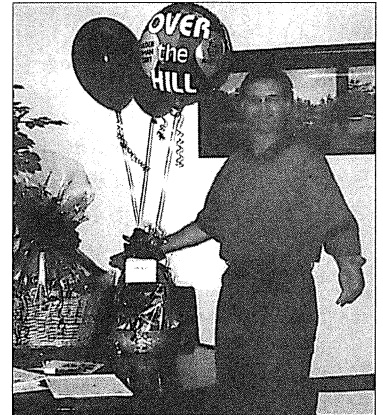
We are glad to have these guys on our team and look forward to a prosperous year.



In a recent celebration, the production manager and foreman grilled hamburgers and hot dogs and the sales department served lunch to all of the production employees. We would like all of them to know how much we appreciate their hard work.

OVER THE HILL AWARD

Our cost man, **Allan Gann** recently turned the big 40. He received all types of over the hill gifts and black



balloons. To top things off, his hands and legs was taped together and he was dumped in a tub of ice water. Allan has one son, Chris, who is 12 years old.

TOPS IN SALES

For the months of October & November, our #1 Salesman was **Jason Dobbs**. Jason has been with our company for 2 1/2 years and is doing a great job. Way to go, Jason!



Excellent Turn-out for Retailer Appreciation Days

Numerous suppliers, financial institutions and guests attended our recent Retailer Appreciation Days. Homes were displayed at the Scotts Bluff County Fair with Brannan's Homes of Scottsbluf, NE at the helm. After the show, attendees were treated to a steak feed at the pond on Fillingham & Son's Exotic Animal Farm!

Happy Holidays to everyone at
American Homestar and Have a Safe
and Prosperous New Year!

Alan Snitily Our New DBD

Alan has now joined the quest for new franchisees—he's been appointed Director of Business Development for the Rocky Mountain Region. His area will include Nebraska, Colorado, Idaho, Montana, Nevada, South Dakota, Utah and Wyoming. That's a lot of ground to cover!

Part of Alan's job will be to provide market analysis for new areas and to help manufacturing facilities develop new markets.

Alan will be living in Boise, Idaho but will spend a lot of time in our region. If you know anyone who wants to own a franchise, Alan's the one to call.

BURLESON **STAR** NOTES

By *Charlie Lohin*

Product Update

Burleson Plant switches to Novadeck floors...standard(serial #3651)! The threat of continuously escalating costs for O.S.B. Decking has prompted the plant to shift to 13/16: thick tongue& groove Novadeck flooring. This proven material offers a strong, durable floor, backed by a 10-year warranty. The jumbo 6' x 16' floor panels offer at least 39% fewer seams than homes built with 4' x 8' decking. Plywood tongue & groove floors will still be offered as an option.

FAB 5

		Floors
John DeRouen	NW--Abilene	82
Bill Straub	NW--Burleson	72
Mike Levin	OCV (820)FTW	68
Tamara Robinson	OCV--Las Cruces	64
Mike Johnson	NW--Desoto	58*
Dave Shetler	NW--Mesquite	58*
Dave Davis	OCV--Granbury	58*
Carrie Shipp	OCV--Azul	58*

*Tied for 5th



And the winner is...

Ricardo Villapando was the winner of the American Homestar, Burleson, monthly 27" color television safety give-away.

Ricardo was chosen by division General Manager,

Bill O'Donnell in a random drawing of the names of approximately 167 eligible employees who qualified for the drawing by avoiding any recordable accidents for the month of August. Congratulations from all of us on the AHS, Burleson safety committee!

Hail to the Chief!!!

A big welcome to Bill O'Donnell, new general manager of American Homestar, Burleson. Bill brings his 28 years of manufacturers housing expertise with him from Boise, Idaho where he excelled as production manager.



Bill's skills have been honed at such places as Bowling Green, OH, Waco, TX and Lexington, MS with Fleetwood; and Ocala, FL with Liberty Homes.

Bill, a history buff, and his lovely wife Jo Ann reside in Fort Worth and enjoy travel, dining and playing with their three grandchildren.

Burleson selects "Fiberbrace"

Effective immediately, vinyl and cedar sided homes will be built with "fiberbrace". This lightweight 1/2" thick structural board is made from natural wood fiber and adds a R-1.2 rating to the walls of the home. O.S.B. sheathing will still be available as an option.

Building Pace Maintained Through Record Heat

Now that December's here, things are cooling off—but we wanted to thank Production manager Steve Weeks for making it through the heat. His top-notch staff of production associates kept producing at a plant record rate of 50 floors per week throughout the sweltering 100+ degree Texas summer. Great job, gang. Enjoy the cool Texas Winter—all two weeks of it! (Our apologies to our plants in the North)

Vicksburg BLURB

By Melanie Hood



We recently had an excellent NCSBCS inspection. This shows that quality is very important to us.

Welcome Aboard!!!

Tom Tyree (General Manager)

Tony Holmquist (Design Manager)
-Transfer from Boise

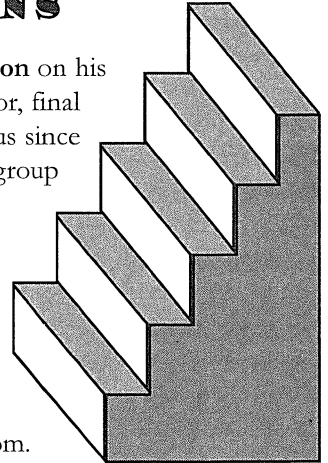
James Tedder (Q.C. Manager)

Stacey Graves (Service Coordinator)

PROMOTIONS

Congrats to **Walter Harrington** on his recent promotion to supervisor, final finish. Walter has been with us since 01/04/94. He was formerly group leader over final finish.

Congrats to **Percy Shorts** on his recent promotion to supervisor, exterior siding. Percy has been with us since 03/14/83. He was formerly group leader over the mill room.



Charles Stampley, Assembler, Exterior Roofs, was awarded "perfect attendance" for the last quarter. He has been with us since August 1995.

Talk about fish stories...

Roy Netz, (Assistant Purchasing Manager) has pictures. During a recent trip of the Alabama Suppliers Association to Destin, Florida, Roy won several awards including most fish caught and biggest fish caught!!!!

Congratulations

To **Kimberly Harris** (Accounting) on the birth of twin boys, Kordell and Khristopher.

To **Adrin Goodman** (Moulding) on the birth of a son, Adrian L. Goodman.



Employee of the Quarter

Walter Harrington

Criteria for choosing Employee of the Quarter is:

1. Quality of workmanship
2. Willingness to accept new challenges
3. Attitude toward fellow employees and company
4. Attendance
5. Safety
6. Housekeeping

Walter was nominated and elected by his co-workers. We're very proud of you, Walter!

21st CENTURY



...good
as
GOLD!

21st Century Mortgage CHRONICLE

21st CENTURY OFFERS MARKETING HELP

To better serve the growing number of Nationwide and Oak Creek Village Dealers, 21st Century Mortgage has added marketing representatives under the direction of Mike Boyd:

Mary Lou Baxter—transferred from our Knoxville Office as a Credit Manager and now lives in VA to serve dealers in VA, NC, and SC. (ext. # 4010)

Norman Dent—is our Field Servicing Manager in the TX area (ext. # 4008)

Ken Hall—our newest representative, will cover KY, TN, AL, MS, AR, and Northern Louisiana (ext. #2113)

Mark Lakey—will work with Joint Venture dealers in AL, KY, WV, MS, GA, SC, NC, and TN. (ext. # 2102)

Joe Natalie—covers NM, North TX, CO and OK. Joe has spent many years in the Sales Finance and Lease Industries. (ext. #4009)

Jim Rea—will work with the South Texas Franchisees (ext #4003)

Mike's team is charged with listening to dealers' and homebuyers' needs as well as providing on site training assistance. Call them for help at 1-800-955-0021 plus their extension numbers.

I NSURANCE

NEWS

By Lisa Smith

Very Important Note:

The state of Texas may soon start requiring an exam to obtain a Group II license. In the event that currently licensed agents may be grand-fathered, I suggest that every Texas location obtain several Group II agents immediately.

Employee Spotlight

Western would like to introduce **Molly Pizanie**.

Molly was hired as our receptionist and shortly afterwards became a customer service rep. Then, in an unexpected move, we grabbed her from customer service and pulled her into the dealer service department where she is a great asset. She has already commented that she loves to help the dealerships with their insurance problems.

In addition to her family here at the company, Molly has a husband of 27 years, two daughters, one cat and one dog. Molly's oldest daughter is a police officer in a surrounding city. Therefore, you know who Molly's co-workers go to with those pesky tickets. Her youngest is finishing up college at the University of North Texas in Denton. So next time you talk with Molly, be sure to congratulate her on her new position and help support her during the remainder of her daughter's ever-stressful senior year.

Lanette CARPENTER

American Homestar's Selling System is based on a Negotiation Model called the Critical Path.

This model has Five Negotiations.

- 1st Setting the agenda
- 2nd Getting the issues on the table
- 3rd Presenting Solutions
- 4th Closing the sale
- 5th Close for Continuation

This month we will examine the 5th Negotiation. This will conclude this series of articles covering this Negotiation Model.

Close for Continuation means that you never leave your next communication unscheduled.

The first step is "Regardless of Outcome, Schedule Follow-Up." The key phrase is "Regardless of Outcome" which means whether the client committed to purchasing the home or not you schedule your next communications with them.

This step has dual purposes. The first purpose of this step is to hold sold deals together. Back outs occur because time kills deals. It is extremely important that you follow-up daily with client's that you have taken a deposit from. If they feel abandoned by you they will go to your competitor.

The other purpose for this step is to follow-up with unsold client's. Remember that out of the four personality profiles, two are slow decision makers. That means that at least 50% of your prospective clients are going to take more time making a decision. These people are good visible prospects they just need a patient yet persistent sales professional to follow-up with them.

Does persistence pay off? The following is a quote from one of our satisfied clients. "Well I had to either buy the home from Tim (White) or talk to him everyday for the rest of my life."

The year that comment was made was the same year Tim White, now Business Manager at Oak creek Village in Granbury, was the #1 salesperson in the company. Coincidence, I think not!

The second step is to "Enter into Tracker." Tracker is our proprietary data base that was developed so we can have a permanent data base of all of our clients. It also provides

The Critical Path to Selling Homes

"The 5th Negotiation"

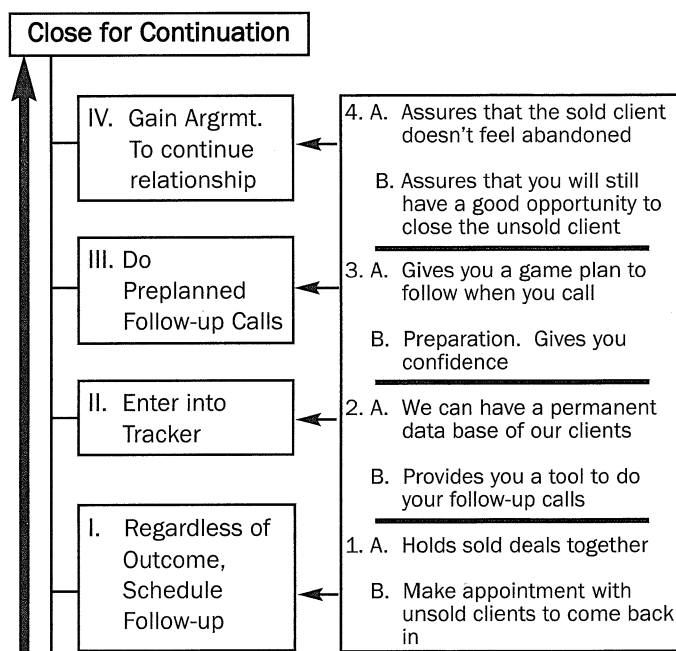
you with an excellent follow-up tool. Every prospect who calls or walks on to our sales center belongs to the sales center not the salesperson. Therefore every client contact must be entered into Tracker.

The third step is "Do Pre-Planned Follow-Up Calls." When you pre-plan your follow-up calls they are much more effective.

Preparation gives you confidence because you have time to plan how you will showcase your credibility to your clients. You need to show you are Competent, by following up with answers to questions they might have voiced. That you are Composed, by never getting or acting impatient. That you are Reliable, by scheduling a call with them and then calling when you said you would. That you are Likeable by being a good listener. That you are Dynamic by generating enough enthusiasm that you reach through the phone lines and pull them back in to see you.

The fourth step is "Gain Agreement to Continue the Relationship." When you have reached this point, the client, whether sold or unsold, will assure you they want to Continue the Relationship. When the fourth step has been accomplished, the 5th Negotiation has been WON! Which means everyone has WON!

The next series of articles will cover Telemarketing.



~ Presidents Club ~

Top 25 General Managers

Jeff Herholz	740
Don Simonson	599
Mike Levin	476.5
Carrie Shipp	457
John DeRouen	437.5
Bill Straub	426
Ashley Pierson	418.5
Atley Turner	416.5
John Wells	402.5
John Raine	384
Diane Fults	379
Jim Tierney	369.5
Rick Crosby	362.5
Mitch Brown	349
Richard Aranda	333
David Fortriede	331
Robby Edmonston	327
Jack Smith	318
Dave Davis	296
Ed Sampson	274.5
Ron Morgan	249
Joe Bellamy	231
Brian Shear	225.5
Russell Crawford	222
Paul Taylor	221

Top 10 Business Managers

Christine Baker	331
Kris Satterwhite	327.5
Trudi DeRouen	302.5
Danny Rudd	274
Ronnie Alvidrez	250.5
Terri Raymond	250.5
Randy Wilson	248.5
Don Evon	238
Ray Cox	234
Mike Johnson	219.5

Top 25 Salespeople

Doug Birdsell	486.51
Robert Emfinger	337.12
David Pritchett	275.36
Gina Reece	274.11
R.D. Thomas	247.60
Heath Barnes	247.46
Neil Montgomery	245.40
Matt Tatum	232.22
Chad Lake	230.66
Craig E. Johnston	228.00
M. Eric Howell	224.00
John Phillips	218.35
Lisa Dupree	215.57
Doug Waldman	213.62
Linda Davis	213.48
Jose Quinones	204.79
Alice Hunt	203.29
Richard O'Connor	203.15
Alan Middleton	201.58
Judy Mitchell	201.22
Charles Pahira	192.49
Chris Allen	191.91
Charles Fant	191.30
Robert Jones	187.77
Marty Martinez	183.46

Top 25 Office Managers

Gracie Hernandez	289.5
Sherri Sterling	280
Joe Carreon	270.5
Kim Stafford	265
Sean Deloach	225
Chandra Pannell	216
Wanda Hicks	209
Linda Toombs	199
Devra Norton	192.5
Kathy Ramey	192
Art Carreon	183
Betty Haney	183
Dottie Moore	179
Thelma McLamb	168.5
Cindy Garcia	167.5
Audry Brennion	160
Rene Lopez	157.5
Sharon Stone	134.5
Chere Kelley	134
Toni Taylor	133
Dana Tideman	133
Lorenzo Hernandez	132
Tammy Daugherty	131.5
Chaille Jackson	131
Jennifer Madden	130

Something *New* is Coming to **HOME**Front

Next issue you'll see some exciting changes in our company newsletter. A new design and new features will make **HOMEFront more informative, more useful and more exciting for everyone.**

Mail comments to:
Newsletter
Marketing Department
American Homestar Corporation
2221 East Lamar Blvd., Ste. 790
Arlington, TX 76006



NAME: _____ **FACILITY:** _____

ADDRESS: _____

COMMENTS: _____

What types of stories would you like to see?

Would you like to hear more about benefits such as 401K and holidays?
Would you like to read about our television marketing or how we're fighting
the competition? Want to hear about new building techniques at other plants?

LET US KNOW WHAT INTERESTS YOU!