

Mr. and Mrs. Smith:

Building a new home is a very exciting experience. We hope to make it as pleasurable as possible for you and your family. There are a couple of things that we must review and clarify before we get started.

We ask that all selections be completed no later than the indicated due dates. We will assign new due dates to accommodate any scheduling adjustments. Please allow yourself plenty of time before the deadlines— it usually takes twice the time you think it will to complete the selections.

It is *VERY IMPORTANT* that selections be made within the time noted so that materials can be ordered and on the job as needed. Delays add to the cost of construction and, therefore, if selections are not available to us as needed, we will either have to make alternate selections for you or pass the additional charges (such as interest, etc.) along to you.

When making selections, note that all materials and labor incorporated in a Demos Built home are obtained by *Demos Builders*. This ensures quality and control, which in turn gives us a warranty on which we can stand. Any other materials (and/or work to be done by other subcontractors) will have to be installed after the close.

Prior to your visit to the suppliers we request that you contact the people listed on the selection reference list, when applicable, and schedule a meeting with them. They are familiar with our procedures and they will be very helpful in your selections process. Please be certain to convey the information you get from the supplier directly to us. The best way for us to convey the information about your home to our subcontractors and suppliers is to remain consistent in our method of communication. It is important that you retain a record of your selections to allow the correct final order of materials. Be sure to select items that fit within the budgeted allowances, as well as ones that are readily available. Items that delay the job delay closing and can add additional expense to the cost of your home.

We appreciate your consideration with regard to these requests and thank you for your cooperation. Should you have any questions while looking over this guide, please do not hesitate to contact us.

Sincerely,

Jim Demos

Item to be selected	Source	Selection deadline
<ul style="list-style-type: none"> Decking Material 	<p>Westall Chandley Building Supplies (Mark or Josh, 828.253.5331) www.westallchandley.com/prod_deck</p>	2-23-09
<ul style="list-style-type: none"> Windows/ Exterior Doors 	<p>Westall Chandley www.integritywindows.com www.roguevalleydoor.com</p>	2-23
<ul style="list-style-type: none"> Fireplaces 	<p>Fireside Hearth & Home www.fireside.com Blossman Gas & Appliance (Johnny, 828.667.0437) www.blossmangas.com/ www.mendotahearth.com www.lennoxhearthproducts.com/</p>	3-2
<ul style="list-style-type: none"> Bathtubs/ Commodes 	<p>Ferguson Plumbing Supply (Lindsay, 828.665.0800) www.kohler.com www.moen.com</p>	3-9
<ul style="list-style-type: none"> Plumbing fixtures 	<p>Ferguson Plumbing Supply www.kohler.com www.moen.com</p>	3-9
<ul style="list-style-type: none"> Light fixtures 	<p>Rexel Lighting Showroom (Heather, 828.551.6200) http://progresslighting.com http://www.seagulllighting.com http://www.kichler.com</p>	3-9

• Roof shingles	Westall Chandley www.gaf.com	3-23
• Metal roofing	Triad Corrugated Metal (828.686.3860) http://triadmetalroof.com/colors.asp	3-23
• Appliances	Sears (Marcia, 828.299.2234) www.sears.com/shc/s/v_10153_12605_Appliances?adCell=AH	3-23
• Cabinets	West End Cabinets (Mike, 828.669.0459) www.westendcabinets.com Asheville Kitchens & Baths (Susie, 828.253.4608) www.ashevillekitchensandbath.com Nova Kitchen & Bath (Cindy, 828.687.8770) www.novakitchen.com	4-6
• Staircase parts	http://houseofforgings.net http://www.crownheritage.com	4-20
• Hardwood flooring	Westall Chandley Build it Naturally (Jennifer, 828.254.2668) www.builditnaturally.com Gennett Lumber (Davis, 828.253.3626) http://gennettlumber.com	5-4
• Ceramic tile	WNC Wholesale Ceramic Tile (Pam, 828.298.3251) Asheville Kitchens & Baths	5-25

• Countertops	West End Cabinets Mandala Design www.mandala-studio.com/gallery/index.htm Build it Naturally Asheville Kitchens & Baths	5-25
• Fireplace/ Mantle	Cox Interiors Asheville Kitchens & Baths	5-25
• Interior doors	Westall Chandley www.jeld-wen.com/interiordoors www.coxinterior.com	6-1
• Interior trim	Cox Interiors (Robert, 828.651.8775) www.coxinterior.com	6-1
• Paint colors	Sherwin Williams www.sherwin-williams.com	7-6
• Carpet	Your Floor Stop (Dawn, 828.665.0240) www.yourfloorstop.com Pearlmans Carpet One www.pearlmanscarpetoneasheville.com	8-17
• Door hardware	Westall Chandley www.emtekproducts.com http://consumer.schlage.com	8-24
• Shower door/Mirrors	Asheville Kitchens & Baths Shelving Plus	8-24

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| • Closet shelving | Space Makers
(Barbara, 828-775-1049)
www.spacemakersclosets.com | 8-24 |
| • Bathroom accessories | Ferguson Plumbing Supply
Asheville Kitchens & Baths
www.kohler.com
www.moen.com | 8-31 |
| • Landscaping | Sprinkle Creek Landscaping
(Pat or Erin, 828.768.4107)
www.sprinklecreek.com | 10-5 |