



July 2003

## PFS Northeast Office Has a New Home

**Rick Wenner, PE, Vice President of the Northeast Region** announces the new address of the Bloomsburg, PA Northeast regional office effective July 7, 2003.

**PFS Corporation  
2877 Skatetown Road  
Bloomsburg, PA 17815**

There are no changes in telephone and fax numbers:

**570/784-8396** (Phone)  
**570/784-5961** (Fax)



*The Northeast regional staff — Brian Willis, Kirby Smith, Mark Wagner, Harold Raup, Milt Stoltzfus and Rick Wenner*

*“Thanks to our growing business and expanding client base, we just needed more room,” Rick Wenner reports. “We expect our new office space will help us to better serve our clients’ needs and maintain our good business relationships with all of the industry representatives.”*

## Energy Star® Leaders

Home manufacturers who have lead the way in becoming certified to produce Energy Star® homes recognize the benefits of selling energy efficiency. As a result, some are also pursuing Modular Energy Star certification.

Four considerations make a strong argument for the value of joining the program and becoming an Energy Star® Partner.:

- (1) The Energy Star® label can be a powerful sales tool. The label, which is recognized and promoted by two federal agencies (EPA and the US DOE) helps differentiate a manufactured home design from its peers within the industry and from site-built homes in the same market.
- (2) Because they are highly energy efficient, Energy Star® homes have lower monthly operating costs, reducing a homeowner’s real monthly expenses and potentially increasing the resale value of the home.
- (3) Customer satisfaction is enhanced because Energy Star® homes are more comfortable, durable, quiet and environmentally friendly.
- (4) Energy Star® offers another opportunity for a manufactured housing producer to demonstrate parity with or superiority to site-built competitors, because it covers all types of housing and ties performance directly to a single standard that exceeds the Model Energy Code.

## What makes an Energy Star® home more efficient?

- (1) The energy efficient building envelope includes effective insulation, tight construction and advanced windows.
- (2) Energy efficient air distribution with tight, well-insulated ducts,
- (3) Energy efficient heating, cooling and hot water appliances.

## As of July 2003, PFS Corporation has certified the following manufacturing facilities to produce Energy Star® homes:

Advantage Homes, Guin, Alabama  
Champion Homes, Flemingsburg, Kentucky  
Champion Homes, Lillington, North Carolina  
Fleetwood Homes, Auburndale, Florida  
Fleetwood Homes, Alma, Georgia  
Fleetwood Homes, Douglas, Georgia  
Fleetwood Homes, Pearson, Georgia  
Fleetwood Homes, Willacoochee, Georgia  
Fleetwood Homes, Benton, Kentucky  
Fleetwood Homes, Pembroke, North Carolina  
Fleetwood Homes, Gallatin, Tennessee  
Fleetwood Homes, Lafayette, Tennessee  
Fleetwood Homes, Rocky Mount, Virginia  
Oak Creek Homes, Fort Worth, Texas  
Redman Homes, Sanford, North Carolina  
Redman Homes, Richland, Georgia

Within the next month several more PFS clients will be going through the Energy Star® certification process. Watch future Encores for an updated listing.

**For more information on Energy Star® certification, you may contact: Dick Reinhard at 608.221.3361, ext 128, [dreinhard@pfscorporation.com](mailto:dreinhard@pfscorporation.com), or Jim Howell at 608.221.3361, ext 146, [jhowell@pfscorporation.com](mailto:jhowell@pfscorporation.com).**

Interested parties may also visit MHRA and EPA websites at: [www.research-alliance.org](http://www.research-alliance.org), or [www.energystar.gov](http://www.energystar.gov).

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

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