

(Participant, man makes comment.)

Mr. Clement: Then if we could get this to you within two or three weeks...

(Participant, man:) Well, I don't mind. Well, I don't mind the fact somewhere (not clear)

Mr. Tompkins: And we'll have all the samples there and spend the time with 'em. And I don't want these to look, let me say this, I don't want all these to look all just alike. We want to give them options on the color of the roof and the color of the bricks.

(Participant, man:) They have all these selections there?

Mr. Tompkins: Right. And the only problem that we have is knowing far enough in advance we know the house number is 15. Is going to be this and this and this.

Mr. Clement: Well this is why I think you should have a meeting and possibly your idea of a lunch would be an inducement for more of them to come out.

(Participant, man:) I might go for that. (Laughter)

Mr. Clement: And have all these like your roof color laid out. Your trim, you trim color and then all these. Mimeograph a sheet with these various items on it. Display these to participants, what they're given. And it's all checked and it's all squared away. That's just what your house is going to be like.

(Participant, man:) Do this before you ever put down anything.

Mr. Clement: Yes. Well order a stick of lumber. Uh..but what I'm thinking if we get too flexible with this brick. I can see how it could eat you up. Because you've got a half a load of brick coming to this house and then you've got to go to another manufacture to get another half load to the one down the road. And not that I'm siding with this man but I'm looking at delays and problems. And then if you could place that order now, you could get a commitment for the house.

Mr. Tompkins: Course I would suggest and recommend that everybody that likes